

## Trading Partner Intelligence for 852 (Point of Sale)

### Analyze and Act on Key Sales and Inventory Metrics

SPS Commerce's Trading Partner Intelligence for 852 service helps retail suppliers understand and use their customers' point-of-sale data to enhance supply chain visibility, improve sales forecasting and identify revenue opportunities. The service leverages data from a retailer's Product Activity Report (EDI 852) document in an interactive application that analyzes and summarizes key sales and inventory metrics.

The Trading Partner Intelligence for 852 service is designed for suppliers using a traditional replenishment model in which the retailer buys and owns the inventory.

The service:

- **Takes the hassle out of collecting, aggregating and storing** complex point-of-sale data
- **Presents data with pre-built intuitive, dashboards** that can be easily understood by business users
- **Includes your specific product attributes** (including cost, descriptions, price, expected inventory levels) and customer store locations
- Uses a SaaS delivery platform, providing a turn-key solution **at a low, fixed monthly cost**

## A Multi-Dimensional View of Point-of-Sale Activity

The Trading Partner Intelligence for 852 service provides a multi-dimensional view of point-of-sale activity, including product sales (by customer, quantity, store), margin, sales velocity and weeks of supply.

By enabling suppliers to understand how their products are selling at the consumer level, the service helps answer questions such as:

- How are products selling in each market/region/state/city/store?
- How are products selling at each retailer?
- Do I need to alert any customers before they run out of inventory?
- How are other brands and product lines selling across customers?
- Is this a one-time event or a trend?

This data allows suppliers to gain detailed insight to better forecast sales, proactively identify potential out-of-stock situations, and uncover opportunities to improve merchandising practices to boost sales.

### Pre-built Reports include:

- Product Sales by Customer
- Margin by Item
- Sales Velocity
- Weeks of Supply
- Product Summary
- Monthly & Weekly Product Sales
- Qty Sold by State

SPS Point of Sale

Welcome, Demo Supplier! Dashboards - More Products - My Account - Log Out

Point of Sale

Product Sales by Customer | Product Sales Quantity | Product Sales Dollars | **Sales Velocity** | Margin by Item | Weeks of Supply | Product Summary | Product Sales by Customer Monthly | Product Sales Quantity Monthly | Product Sales Dollars Monthly | Product Summary Monthly | Percent Target Qty | Matrix View by Store | Quantity Sold by State | Page Options

Customer(s) Week End Date 2009-03-28 Product Category Product(s) Top N Rank 25 Expected Change in Qty Sold 2 Expected # Selling Locations 9

Clear

**Sales Velocity**  
Week ending 3/28/2009

UPC/GTIN	Product Description	Quantity Sold*	Chg Qty Sold	Qty Sold WAgO	Rank Chg Qty Sold WAgO	Qty Sold Last 4 Weeks	# Locations with a Sale	# Locations with a Sale Last Week	Net Weeks Up in Previous 4 Weeks	Qty Sold 5WAgO	Qty Sold 4WAgO	Qty Sold 3WAgO	Qty Sold 2WAgO	Qty Sold WAgO	Trend
8842388233	Snicker - Blue	125		19	2	349	33	30	3	0	0	0	59	106	
8112388266	Twinkles Center Board - Blue	92		0	15	408	23	20	0	90	117	102	112	92	
8842388188	Twinkles 5 Center Board - Black	49		-5	24	199	9	10	1	48	57	61	48	54	
8842388138	Twinkles EZ80 Center Board	28		-4	23	116	6	5	0	0	31	28	28	32	
8112388278	Twinkles A42 Center Board - Black	27		17	5	69	3	1	1	4	4	16	16	10	
8112388282	Twinkles A Center Board - Pink	26		26	1	26	4	0	0	4	2	3	0		
8842388134	Black Keweenaw Flat Top	25		7	10	87	2	2	1	10	25	27	22	18	

## **An Outsourced, SaaS Alternative to Traditional Software**

SPS Commerce's proven multi-tenant, business-to-business integration services offer a superior alternative to traditional software applications. Our outsourced approach allows you to stay focused on your core competencies rather than on installing and maintaining software.

## **Uniting Multiple Sources of Supply Chain Data**

Based on a multi-tenant architecture, our Trading Partner Intelligence for 852 service lets customers take advantage of common hardware, software and staffing resources to superior reliability, faster implementations and lower total cost of ownership. Its SaaS architecture also allows multiple parties in the supply chain to access real-time data from any location via a standard Web browser.

## **Integrating Trading Partners Around the Globe**

SPS Commerce has extensive experience accessing and integrating data from multiple trading partners and multiple IT systems. Our Trading Partner Integration Center comes with pre-wired connections to more than 1300 retailers and distributors as well as tens of thousands of 3PLs, sourcing companies, QA firms, carriers, brokers and other types of trading partners.

SPS Commerce has worked with more than 37,000 organizations to integrate their business systems and processes with trading partners. In our long history of working with suppliers around the globe, we've built an extensive repository of data and best practices about how to improve supply chain visibility and efficiency. SPS Commerce's Trading Partner Intelligence for 852 service leverages our expertise in supply chain integration to deliver critical insight for optimizing supply chain operations and achieving bottom-line results.