

## Trading Partner Intelligence for Scan-Based Trading (SBT)

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

SPS Commerce's Trading Partner Intelligence for SBT 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 SBT service is designed for suppliers using a Scan-Based Trading model in which the supplier suggests order and inventory quantities and owns the product until it is sold by the retailer.

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 SBT 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:

- Are my inventory levels optimized?
- What are a product's sales and inventory levels for a specific location?
- Do I need to restock a product at a specific location?
- How are the products selling at each retailer?
- How are other brands and product lines selling across customers?

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:

- Qty Sold by Store
- Product Sales by Customer
- Matrix View by Customer
- Sales Velocity
- Weeks of Supply
- Monthly & Weekly Product Sales

The screenshot shows the SPS Point of Sale interface. At the top, there's a navigation bar with various report categories like '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', and 'Quantity Sold by State'. Below this is a search and filter section with fields for 'Customer(s)', 'Week End Date' (set to 2009-03-28), 'Product Category', 'Product(s)', 'Location(s)', 'Expected Qty On Hand' (set to 1), and 'Weeks On Hand' (set to .6). There are 'Go' and 'Clear' buttons.

Two main report sections are visible:

#### Weeks of Supply -- 25 Locations with Least Inventory

Week ending 3/28/2009

Retailer Description	Location Number	Location Name	City	State	Category	UPC/GTIN	Qty On Hand	Weeks On Hand
Academy Sports	007	Store: 007 - Crossroads	Houston	TX		845423002749	1	0.5
	020	Store: 020 - College Station	College Station	TX		845423002749	1	1.0
	027	Store: 027 - Balcones	Austin	TX		845423002749	1	0.5
	029	Store: 029 - Corpus Christi	Corpus Christi	TX		845423002749	2	1.0
	037	Store: 037 - Beaumont	Beaumont	TX		845423002961	3	1.0
	038	Store: 038 - Conroe	Conroe	TX		845423003135	3	1.0
	041	Store: 041 - San Northwoods	San Antonio	TX	13430	817378009807	1	1.0
	050	Store: 050 - Sidel	Sidell	LA		845423001346	1	1.0
	051	Store: 051 - Baton Rouge	Baton Rouge	LA		845423003135	1	0.5
	060	Store: 060 - Houma	Houma	LA		845423002121	6	0.5

#### Weeks of Supply -- 25 Locations with Most Inventory

Week ending 3/28/2009

Retailer Description	Location Number	Location Name	City	State	Category	UPC/GTIN	Qty On Hand	Weeks On Hand
Academy Sports	006	Store: 006 - Pasadena	Pasadena	TX		817378006240	13	13.0
	007	Store: 007 - Crossroads	Houston	TX		817378006240	13	13.0
	008	Store: 008 - Willowbrook	Houston	TX	1505500	817378008985	14	14.0
	014	Store: 014 - Port Arthur	Port Arthur	TX		817378006240	14	14.0
	018	Store: 018 - West Road	Houston	TX		817378006240	13	13.0
	021	Store: 021 - Humble	Humble	TX		845423000035	15	15.0
						845423001360	13	13.0
	023	Store: 023 - Rayford	Spring	TX		817378006240	20	20.0
						845423000035	15	15.0
	027	Store: 027 - Balcones	Austin	TX		845423000035	13	13.0
	032	Store: 032 - Webster/League City	Webster	TX		817378006240	13	13.0
	033	Store: 033 - Grand Parkway	Katy	TX		817378006240	16	16.0

## **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 SBT 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 SBT service leverages our expertise in supply chain integration to deliver critical insight for optimizing supply chain operations and achieving bottom-line results.