



# SPS COMMERCE

## Retailer Assortment

### Assortment: Objectives

- Collect error-free, up-to-the-minute item content from each and every trading partner.
- On-demand and / or scheduled data extracts in Customer defined formats including but not limited to CSV and XML.
- Provide access to all trading partner's assortment catalogs to browse for specific products or new items.
- Enforce business rule validation including mandatory, conditional and encouraged attribute requirements.
- Support multiple input methods for trading partners to submit item information making it easier for trading partners to create, manage and update their item information.
- Provide detailed error reporting to trading partners for easy understanding of attribute requirements.

### Assortment: Solution Description

Assortment enables trading partners to easily share their latest product attributes, including detailed item information, pricing, images and marketing content. Assortment data is delivered through an integrated data feed or viewable through a user interface.

### Assortment: Project Assumptions

The following assumptions have been discussed during the pre-sale process and will remain in effect for the duration of the project.

- SPS will assign a project team that will guide the Customer through the Delivery Methodology: Initiate, Design, Build, Test, Production and Success Management.
- SPS expert driven Design process with Customer sign-off.
- Execute production readiness as mutually agreed upon during the production preparation.
- Existing system will have the ability to import and export data.
- Customer has or will acquire the ability to push and or pull files from an external site located at the SPS data center or provide SPS access to push and pull files located at Customer's site.
- Files shall be routed to Customer as defined by the design phase of the project.

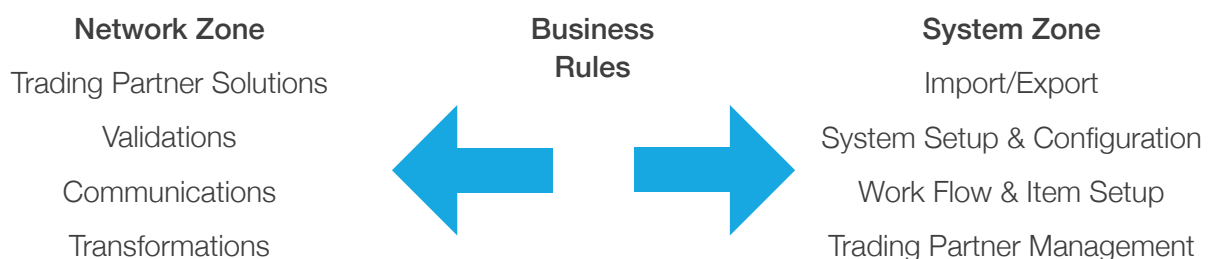
- Files shall be exchanged using a mutually agreed upon data communication method.
- File names will be structured utilizing SPS' standard file naming convention or as mutually agreed upon.
- Customer agrees to participate in system testing cycles to ensure successful transmissions as defined in the project plan during implementation.
- Customer will provide System, Connectivity and Business resources to help with the initial design effort, integration and user acceptance testing and deployment.
- Customer agrees to allocate the appropriate resources throughout each phase of the project based upon the mutually agreed upon project plan. \*
- Customer agrees to perform any activities that may be required to fully operationalize the system(s) of record.

\*A project may be placed on-hold either by Customer request and/or non-response after 14 consecutive business days. If a project is placed on-hold resources and timelines may be impacted for the overall delivery and will be re-assessed at the time of re-engagement.

### Retailer Assortment: Delivery Methodology

There are six phases to the SPS Commerce Delivery Methodology Approach - **Initiate, Design, Build, Test, Production and Success Management** - all directed by an overriding focus on Customer goal achievement.

During the design phase, the SPS project team will assist in analyzing capabilities of the system zone as defined by the Customer. Based on this review, additional Network Modules may be needed in order to meet Customer goals.



**Network Zone** – The network zone contains all capabilities and activities handled by SPS. It includes the standardization of trading partner data, trading partner products for collecting item information, data validations, communications for exchanging data and data transformation required to meet the Customer's item file requirements.

**System Zone** – The system zone contains all capabilities and activities handled within the Customer's system or systems. This includes the import and export of data, setup and configuration required for new items or trading partners, and all applicable workflows to operationalize the use of item information within the Customer's systems. Search Engine Optimization and other activities related to marketing item information is a function of the system zone.

### **Phase 1: Initiate**

The initiate phase is the first phase of our approach. During this phase, knowledge from the initial sales engagement is transitioned to the implementation project team, a project kick-off occurs and executive alignment is established.

### **Phase 2: Design**

The design phase is the most critical phase of the project. It is imperative that the key components: Network Zone, System Zone and Business Rules are discussed to determine the overall solution scope. This will be documented and shared via our solutions statement artifact and requires sign-off by your executive sponsor.

### **Phase 3: Build**

The build phase is where the rubber meets the road. The project work is conducted and deliverables created according to the project plan as specified in the solution statement.

### **Phase 4: Test**

The test phase is where gathered business requirements, created technical design, and systems maps are tested to ensure they meet the requirements set by you and SPS Commerce. The SPS consultant(s) will work directly with you to ensure they are able to import and export documents as expected.

### **Phase 5: Build**

Once the previously identified implementation phases are complete, a deployment date is selected to get the solution into production. At this time, you will experience “live” data flow between you and your trading partner(s).

### **Phase 6: Success Management**

Below is an overview of the milestones that occur within the success management phase of the SPS Commerce Integrated Fulfillment methodology. Success management is key for ensuring healthy relationships between you and SPS Commerce and you and your trading partners. As your business continues to grow, SPS Commerce will be a part of your change management process to help ensure continued success.

## Retailer Assortment: Network Modules

| Ref# | Modules                                                                                                                                   | Qt. | Unit Price                           |
|------|-------------------------------------------------------------------------------------------------------------------------------------------|-----|--------------------------------------|
| 1    | <b>Attribute Management</b> Alignment with business validations, attribute guidelines and customer taxonomy                               |     |                                      |
|      | <b>Category Specific Validation</b> Application of validation rule sets specific to SPS defined categories                                | x   | \$0                                  |
|      | <b>Categorization Mapping</b> Taxonomy mapping of category and sub category from SPS defined universal values to customer specific values | x   | \$0                                  |
| 2    | <b>Data Management</b> Modification of content and/or structure of the data, typically changing its original value                        |     |                                      |
|      | <b>Cross Reference</b> Converting one attribute value to another value to normalize difference in attribute data                          | x   | \$5,000                              |
|      | <b>Formatting</b> Modifications to values within a specific attribute included truncating, formatting, or defaulting attribute values     | x   | \$0                                  |
|      | <b>Item Relationship Management</b> Appending data to help associate the item to the owner of the item information                        | x   | 1:1 - \$1,500**<br>1:M - \$200/hr*** |
| 3    | <b>Data Modifications</b> Modification of data values using business rules or if-then-else criteria                                       |     |                                      |
|      | <b>Merge or Separate</b> Combine or separate data elements                                                                                | x   | \$0                                  |
|      | <b>UOM Conversion</b> Converting based on unit of measure                                                                                 | x   | \$1,500                              |
| 4    | <b>File Modifications</b>                                                                                                                 |     |                                      |
|      | <b>Merge or Separate</b> Combining or separate data files                                                                                 | x   | \$0                                  |
|      | <b>Multiple File Formats</b> The creation of unique file formats for different target systems                                             | x   | \$7,500 for each additional****      |
| 5    | <b>Trading Partner Specific Validation</b> Accommodations of specific logic for individual trading partners                               | x   | \$2,500 per TP                       |
|      | <b>Total*</b>                                                                                                                             |     |                                      |

\*\* 1:1 represents when there is a single relationship between the trading partner number and the trading partner. For example, Trading Partner A = #1234

\*\*\* 1:M represents when the trading partners has multiple numbers and this cost represents the design, development and testing effort. For example, Trading Partner A = #12345, #23456, #34567

\*\*\*\* A single file format is included

## Retailer Assortment: Network Module Definitions

| Ref# | Modules                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1    | <p><b>Attribute Management</b> Alignment with business validations, attribute guidelines and customer taxonomy</p> <p><b>Category Specific Validation</b> Application of validation rule sets specific to SPS defined categories</p> <p><b>Categorization Mapping</b> Taxonomy mapping of category and sub category from SPS defined universal values to customer specific values</p>                                                                                                                                    |
| 2    | <p><b>Data Management</b> Modification of content and/or structure of the data, typically changing its original value</p> <p><b>Cross Reference</b> Converting one attribute value to another value to normalize difference in attribute data</p> <p><b>Formatting</b> Modifications to values within a specific attribute included truncating, formatting, or defaulting attribute values</p> <p><b>Item Relationship Management</b> Appending data to help associate the item to the owner of the item information</p> |
| 3    | <p><b>Data Modifications</b> Modification of data values using business rules or if-then-else criteria</p> <p><b>Merge or Separate</b> Combine or separate data elements</p> <p><b>UOM Conversion</b> Converting based on unit of measure</p>                                                                                                                                                                                                                                                                            |
| 4    | <p><b>File Modifications</b> Modification of a file structure to allow for import into systems</p> <p><b>Merge or Separate</b> Combining or separate data files</p> <p><b>Multiple File Formats</b> The creation of unique file formats for different target systems</p>                                                                                                                                                                                                                                                 |
| 5    | <p><b>Trading Partner Specific Validation</b> Accommodations of specific logic for individual trading partners</p>                                                                                                                                                                                                                                                                                                                                                                                                       |