



SPS COMMERCE

UNIVERSAL NETWORK INTEGRATED FULFILLMENT FOR RETAILERS

Solution Description

Integrated: Documents are delivered to Customer via agreed upon System Map through the SPS Commerce Business Network. Customer and SPS will identify the documents for integration.

Integrated Fulfillment: Project Assumptions

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

- There will be a single data format for each of the integrated documents, as mutually agreed upon.
- 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.

SPS Commerce 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.
- Document syntax compliance, map and test for the documents included in this Scope.
- Execute production readiness as mutually agreed upon during the production preparation.

Customer will:

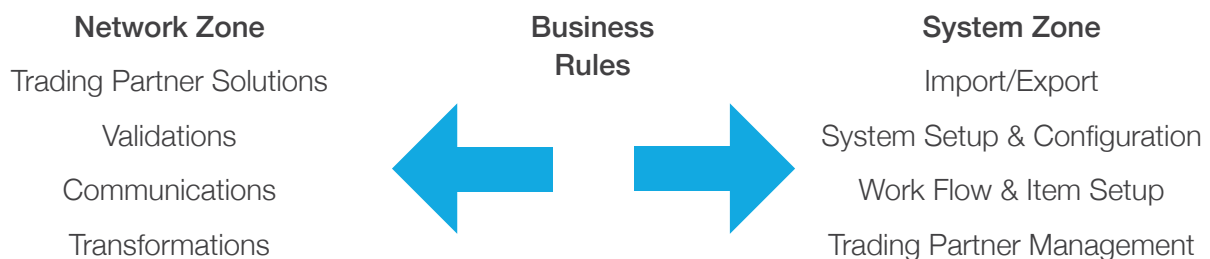
- Customer agrees to provide the following artifacts where applicable. This includes file formats, schemas, EDI specifications, sample data and/or hard/soft copies of existing transactions.
- Existing system will have the ability to import and export data.
- Customer has or will acquire the ability to push and 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.
- 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 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.

SPS Integrated Retailer Fulfillment: 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 data into a standard format, trading partner products, data validations, communications and data transformation.

System Zone – The system zone contains all capabilities and activities handled within the Customer's system. This includes the import and export of data, setup and configuration required for new trading partners, and all applicable workflows to translate data and trigger necessary business activities.

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.

SPS Commerce is aware that project scope and assumptions may change over the course of our relationship. Any changes to the above trading partner scope will trigger a new Scope to be created. This may or may not have financial implications to the project and will be discussed with the Customer in detail prior to any work being started.

SPS Integrated Retailer Fulfillment: Network Modules

| Ref# | Modules | Qt. | Unit Price | Total Price |
|------|--|-----------------------|--|-------------|
| 1 | Item Management Maintenance of SKU, UPC, GTIN Item Cross Reference Part number look ups | x | \$2,000 | |
| 2 | Location Management Maintenance of ship to location data Location Master Populate ship-to-address from a published list | x | \$2,000 | |
| 3 | Data Management Modification of content and/or structure of the data, typically changing its original value Data Appending Populate data from the original order Formatting Modifications to values within a specific data field Cross Reference Converting one value to another (not including item and location cross references) Item Line Number Append Appending or validation of the item line number from original order or change on return documents | x x x x | \$0 \$0 \$0 \$2,000 | |
| 4 | File Modifications Manipulation of file structure without modification to data content Document Splitting Create multiple documents from one | x | \$0 | |
| 5 | Data Modifications Modification of data values using business rules or if-then-else criteria Merge or Separate Combine or separate data elements UOM Conversion Converting based on unit of measure Date Rules Modification made to date fields Tax Rules Calculations on tax codes and amounts Price Rules Calculations on price values and totals | x x x x x | \$2,000 \$1,500 \$2,500 \$2,000 \$2,000 | |
| 6 | Trading Partner Specific Validation Accommodations of specific logic for individual trading partners | x | \$2,000 per trading partner | |
| 7 | Content Matching Management Matching data from return documents to source documents Content Matching Content validations against original order or order change data Duplicate Data Check Determining duplicate data based off of storing original document data | x x | \$1,000 per field** \$5,000 + \$1,000 monthly fee | |

Detailed definitions of each network module are found in the Network Module Definitions follow.

SPS Integrated Retailer Fulfillment: Network Module Definitions

| Ref# | Modules |
|------|--|
| 1 | <p>Item Management Maintenance of item information, such as SKU, UPC, GTIN.</p> <p>Item Cross Reference Network Module that includes: managing part numbers, storing full item information through SPS item repository and executing item lookups based on defined keys and populate additional item information in data (includes unlimited items).</p> |
| 2 | <p>Location Management Maintenance of ship to location data.</p> <p>Location Master Network Module that includes populating ship to address when only location number is provided on an order and assumes order issuer has a published address list.</p> |
| 3 | <p>Data Management Modification of content and/or structure of the data, typically changing its original value.</p> <p>Data Appending Network Module that includes storing and retrieving a subset of data from the original order and populating it on return files.</p> <p>Formatting Network Module that includes modifications to values within a specific data field (scoped during design phase).</p> <p>Cross Reference Network Module that includes converting one value to another without changing the business meaning, where value "A" always equals value "B" (scoped during design phase).</p> <p>Item Line Number Append Network Module that includes storing item line number values from the original order or order change for appending to or validation of within return documents.</p> |
| 4 | <p>File Modifications Manipulation of file structure without modification to the data content.</p> <p>Document Splitting Network Module that includes creating multiple documents from one document based on defined criteria, or splitting a single file into multiple based on defined criteria.</p> |
| 5 | <p>Data Modifications Modification of data values using business rules or if-then-else criteria.</p> <p>Merge / Separate Network Module that includes combining data elements into a single field or separating a single field into multiple elements.</p> <p>UOM Conversion Network Module that converts one value to another based on a standard or known conversion factor.</p> <p>Date Rules Network Module that includes modifying date fields or logic to calculate specific dates.</p> <p>Tax Rules Network Module that includes calculations on tax codes and amounts.</p> <p>Price Rules Network Module that includes calculations on price values and totals.</p> |

| Ref# | Modules |
|------|--|
| 6 | <p>Trading Partner Specific Validation Network Module that includes accommodates for trading partner specific validations that result in the loosening of requirements or sourcing of data specific to an individual trading partner relationship.</p> |
| 7 | <p>Content Matching Management Alignment with business rules and guidelines</p> <p>Content Matching Network Module that includes storing data from original order or order change documents to provide validations against return documents. Limited to Purchase Order Number, Trading Partner Number, Item identifiers, Location numbers.</p> <p>Duplicate Data Check Network Module that includes storing data from original order or order change documents to determine if duplicate data is sent within return documents</p> |