Samica James
GDS Rollout Coordinator
18 January 2011

Data Synchronization Process

Presented to: AFES Vendors

AAFES Global Data Synchronization Program

For Almost 115 Years, We've Been There

From Sutlers' tents, to frontier stores…

In 2008 $ 274 Million of AAFES' earnings were returned to the services MWR. (Morale, Recreation and Welfare)

Korea, Vietnam two world wars… and today's challenges.

EXCHANGE™

Global Data Synchronization Network Overview

10
D:O:2

What is the GDSN?

- **Global Data Synchronization Network® (GDSN®) is an automated, standards-based global environment that enables secure and continuous data synchronization**
  - This allows all trading partners to have consistent item data in their systems at the same time

- **Ensures that ALL parties in the supply chain are working with the same data**
  - Allows for simplified change notification
  - Saves TIME and MONEY for all organizations by eliminating steps to correct inaccurate data

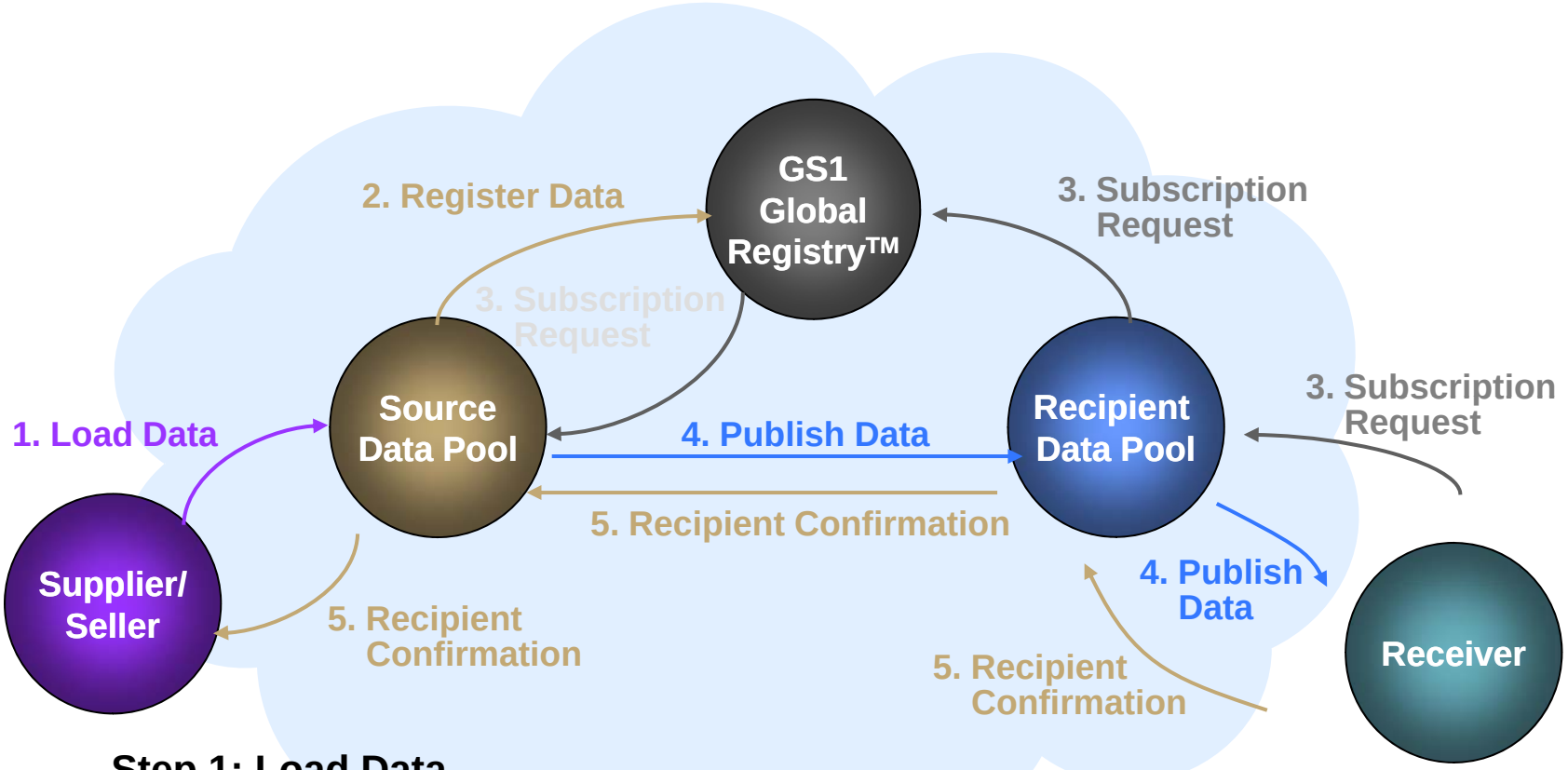
GDSN Value Proposition

Benefits of Data Synchronization:

- **Faster time to market for new products**
  - Increased sales to customers
- **ROI through improved Data Quality**
  - Efficiencies in logistics, order administration, accounting, inventory, etc.
  - One version of Item information shared and continuously updated from the manufacturer
- **Benefits to Suppliers:**
  - ➔ Less manual data entry improves accuracy
  - ➔ Standardized process with a broad number of end users as opposed to multiple proprietary solutions

Enhanced Trading Partner Relationships

How Does the GDSN Work?



Step 1: Load Data

Step 2: Register Data

Step 3: Subscription Request

Step 4: Publish Data

Step 5: Recipient Confirmation

Any Supplier/Retailer/Distributor selects one data pool as a single point of entry to the GDSN.

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Snapshot of Retailers & Distributors In Production in the GDSN

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Snapshot of Retailers & Distributors in the GDSN Implementation in progress

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Data Pool Implementation Process

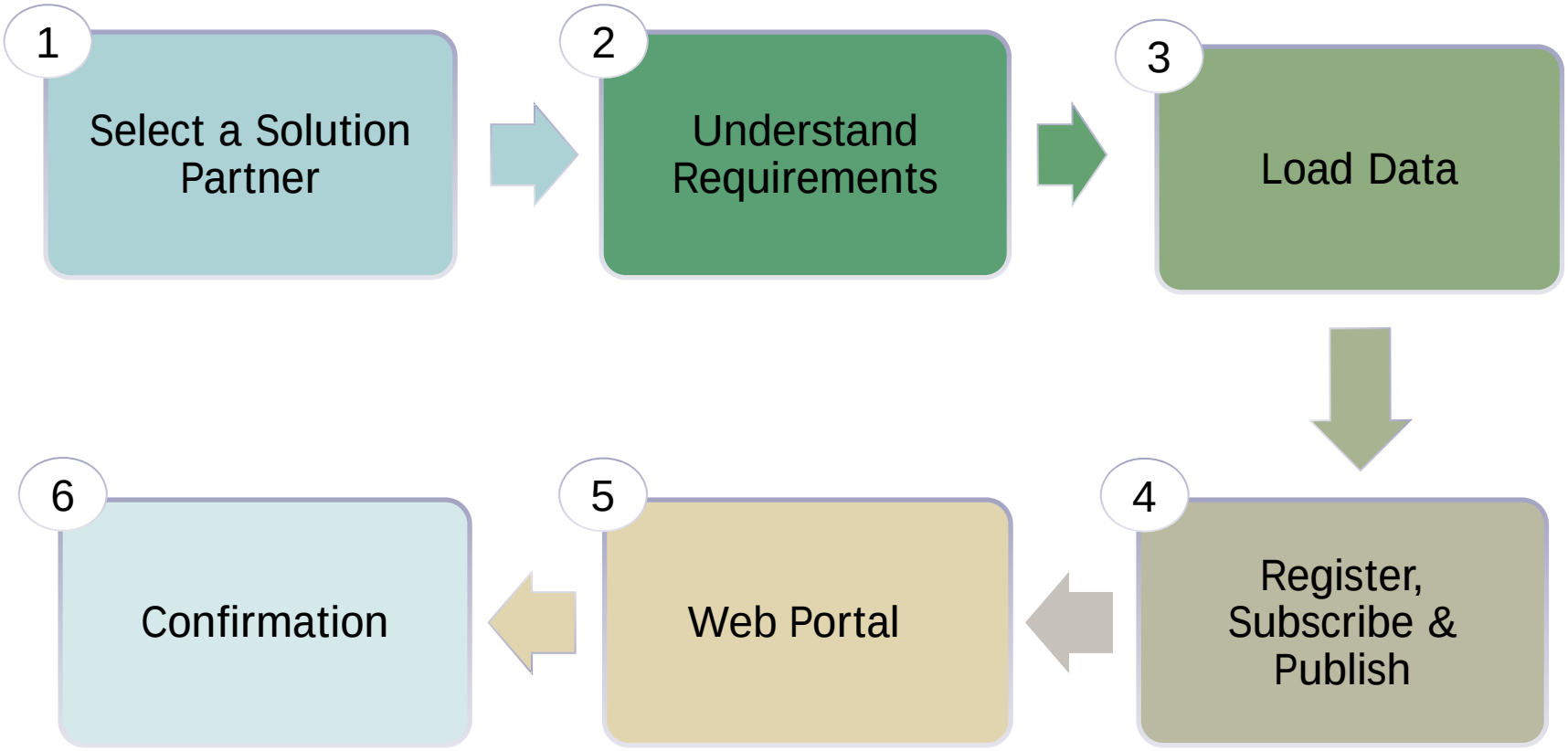
Data Sync Industry Terms/Definitions

- **Data Pools** - An organization that can receive, communicate, validate, and manage the flow of information with the Global Registry and other data pools in the GDSN
- **Data Pool Manager** (DPM) – The GDSN Data Pool solution provided by GXS and used by AAFES
- **Data Sync** - Automated exchange of product information between buyers and sellers - GTIN, description, color and dimensions
- **Global Data Synchronization Network** (GDSN) – The network comprised of all certified data pools & the GS1 Global Registry
- **Global Trade Item Number** (GTIN) - Umbrella term used to describe all of the codes for trade items (products and services)

Data Sync Industry Terms/Definitions

- **Global Location Number** (GLN) -13-digit number to identify a location of a Trading Partner (Supplier and Retailer)
- **Global Registry** - Provides validation services to ensure uniqueness of items through basic GTIN and GLN rules
- **Global Standards 1** (GS1) - The new name for UCC and EAN International
  - UCC announced that it has changed its name to GS1 US as of June 7, 2005
  - GS1 organizations often run country data pools

Where Do I Start? What Do I Do Next?



Data Sync: Step 1

Step 1: Select a Solution Partner

- **Hardlines and Consumable Suppliers**
  - Sign up with a certified Global Data Synchronization Network® (GDSN®) Data Pool solutions provider
  - There are several certified providers available for your selection that AAFES can work with
  - AAFES partnered with 1SYNC™ and GXS as a certified solution provider (1SYNC Onboard Support provided by GXS)

CERTIFIED US DATA POOLS

1SYNC

Big Hammer Data

Commport Communications International, Inc.

GHX (Health Care)
GXS

Third party providers

SA2 Worldsync (Formerly Agentrics)

ParaRede

Sterling Commerce (TR2 PKG)

NuBridges

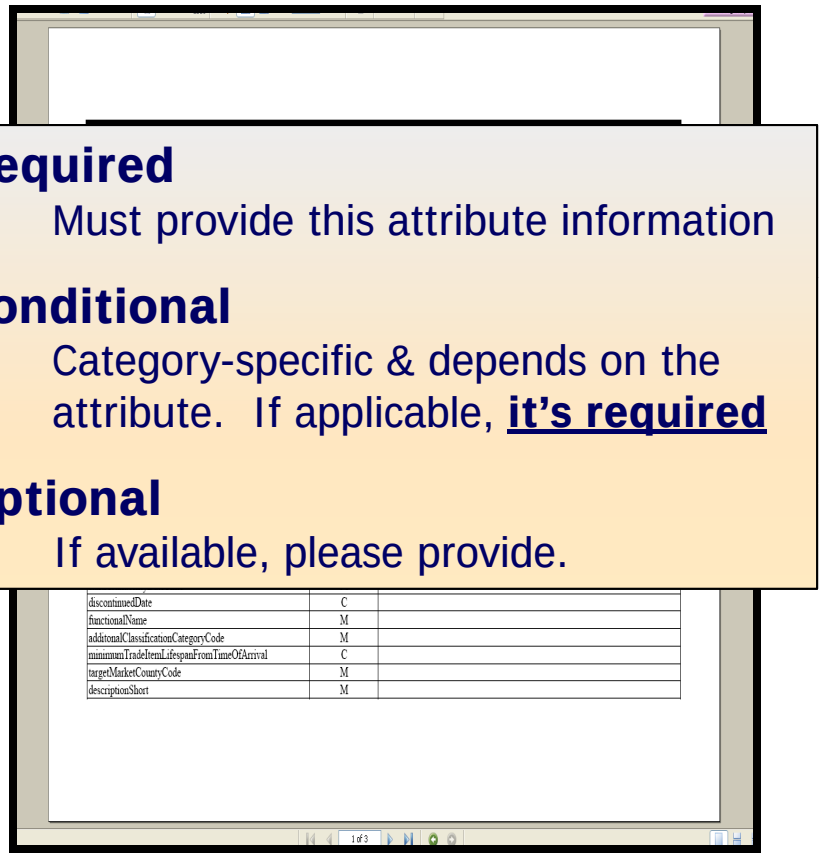
Inovis (Can also be used as a catalog) need to remove

GXS
http://www.gs1.org/docs/gdsn/gdsn_certified_data_pools.pdf

Data Sync: Step 2

Step 2: Understand Requirements

- ✓ Review AAFES' **attributes** to be synchronized with your business
- ✓ Attributes list is available on AAFES' W site:
  - ➢ Go to www.aafes.com/edi/
  - ➢ Select the "GDS" tab
  - ➢ Review "GDSN – Attributes" and "GDSN FAQ"



Data Sync: Step 2 cont.

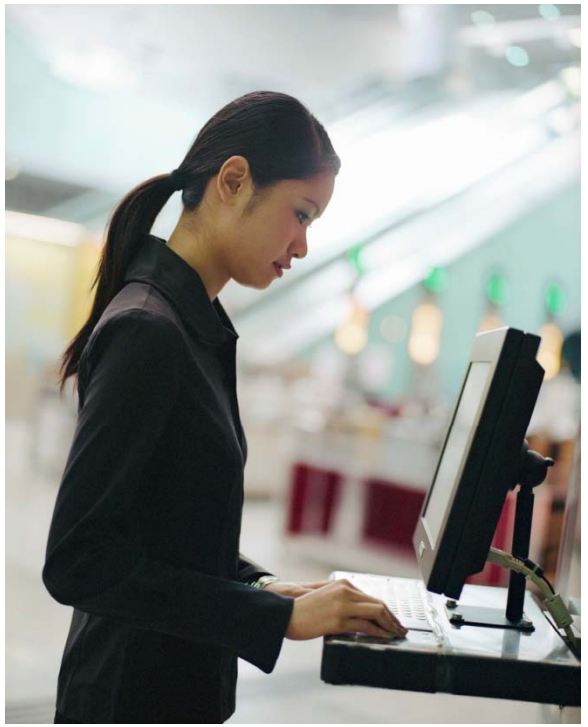
Step 2: Understand Requirements

- **AAFES GDS program** AAFES Data Synchronization
- **AAFES GDS Supplier Handbook** GDS Supplier Handbook
- **AAFES Attribute List** AAFES GDSN Attributes
- **GXS Educational Webinars for 1SYNC Onboard Support**
  GXS Webinars

Data Sync: Step 3

Step 3: Load Data

- **Your Solutions Provider**
  - Obtain toolkit/template from provider and enter product data
  - Register product data with the GS1 Global Registry



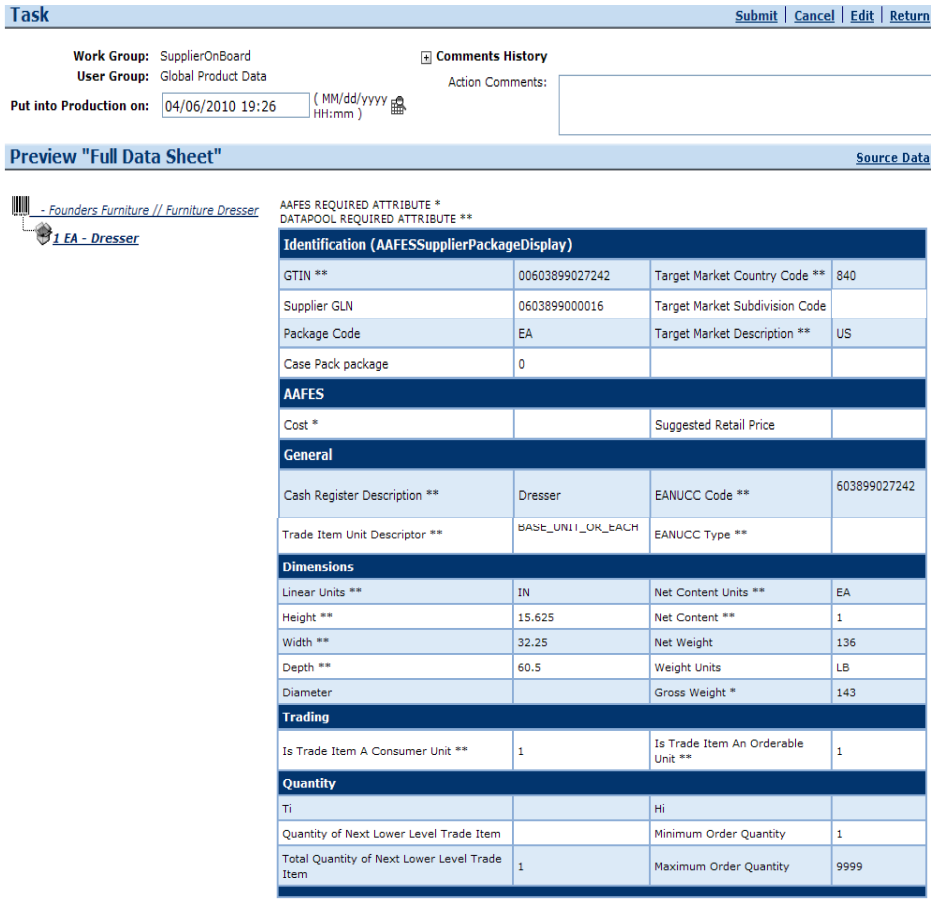
Data Sync: Step 4

Step 4: Subscribe & Publish

- **Provide Information Required by AAFES for the Subscription Process**
  - Complete the AAFES Supplier Data Sheet
  - Email the completed form to AAFES

- **Publish Product to AAFES data via Data Pool**
  - **AAFES' GLN: 0614299000018**
  - Only publish items that you sell to AAFES

Data Sync: Step 5



Task — Submit | Cancel | Edit | Return

Work Group: SupplierOnBoard
User Group: Global Product Data
Put into Production on: 04/06/2010 19:26 (MM/dd/yyyy HH:mm)

Comments History
Action Comments:

Preview "Full Data Sheet" — Source Data

- Founders Furniture // Furniture Dresser
1 EA - Dresser

AAFES REQUIRED ATTRIBUTE *
DATAPOOL REQUIRED ATTRIBUTE **

Identification (AAFESSupplierPackageDisplay)			
GTIN **	00603899027242	Target Market Country Code **	840
Supplier GLN	0603899000016	Target Market Subdivision Code	
Package Code	EA	Target Market Description **	US
Case Pack package	0		
AAFES			
Cost *		Suggested Retail Price	
General			
Cash Register Description **	Dresser	EANUCC Code **	603899027242
Trade Item Unit Descriptor **	BASE_UNIT_OR_EACH	EANUCC Type **	
Dimensions			
Linear Units **	IN	Net Content Units **	EA
Height **	15.625	Net Content **	1
Width **	32.25	Net Weight	136
Depth **	60.5	Weight Units	LB
Diameter		Gross Weight *	143
Trading			
Is Trade Item A Consumer Unit **	1	Is Trade Item An Orderable Unit **	1
Quantity			
Ti		Hi	
Quantity of Next Lower Level Trade Item		Minimum Order Quantity	1
Total Quantity of Next Lower Level Trade Item	1	Maximum Order Quantity	9999

Step 5: AAFES Web Portal

- The items published to AAFES will be available for viewing on the supplier portal.
- The GDS team member will view the items and address any discrepancies.

Data Sync: Step 6

Step 6: Confirmation

- **You will receive a Catalog Item Confirmation (CIC) notice from AAFES**
  - Received through your data pool
  - One of two status codes
    - Accepted
    - Rejected

Resource Material

- **Data Pool Onboard Support – Hardlines/Consumables - more than 10+ GTIN's**
  - Onboard Support (gxsonboardsupport@gxs.com); **1-800-334-5669 option 3**
- **GXS Educational Webinars for 1SYNC Onboard Support**
  - 1Sync onboard Webinars
- **1SYNC Support**
  - www.1sync.org 1-866-280-4013
- **AAFES GDS Support**
  - zzhqsdeprescreen@aafes.com 214-312-4373
- **AAFES GDS Supplier Data Sheet**
  - GDS Supplier Data Sheet
- **AAFES GDS Program Information**
  - AAFES Data Synchronization
- **AAFES Attribute List**
  - AAFES GDSN Attributes
- **Access the AAFES Web Portal for Suppliers**
  - Supplier Portal

How GDS works at AAFES

Two Part Process

1. Cleanse Supplier Data

- Match existing items with supplier items
  - **Stage 2 (Cleanse In-Process)**
    - Dimensions and quantity
  - **Stage 3 (Cleansed)**
    - Cleansing complete

2. New Item Induction

- Supplier sends approved new items

Getting Started:

Doing Business w/AAFES

- Getting Started
- Retail Sales
- Catalog/Internet
- Non-Retail Procurement
- Services & Vending
- Military Clothing Sales
- Construction/ AE
- Supplier Diversity
- F A Q
- Existing Vendors/Suppliers
- HOMEPAGE

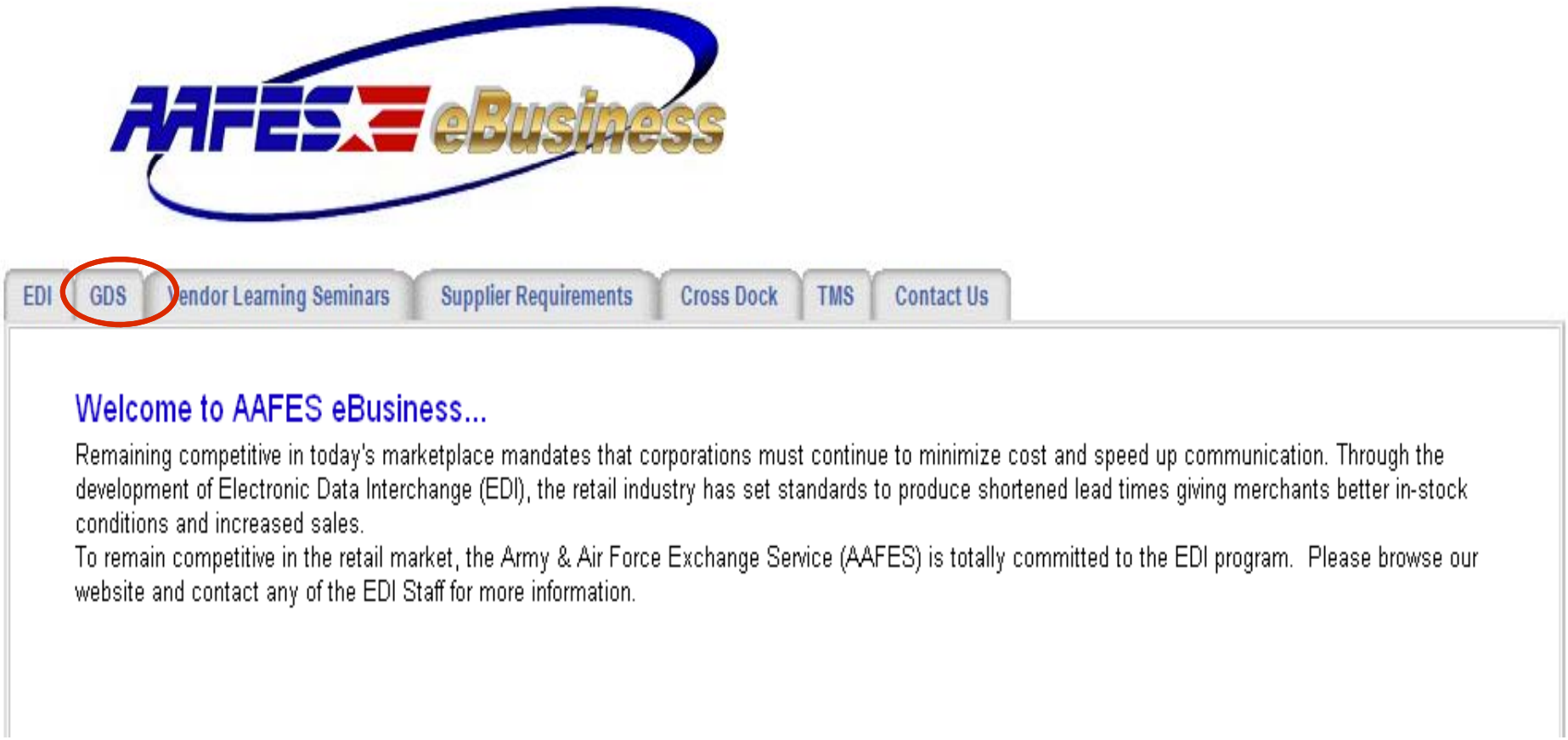
Doing Business with AAFES

AAFES operates more than 3,100 facilities worldwide, in more than 30 countries, five U.S. territories and 50 states. AAFES operates some 174 main stores and more than 1,300 fast-food restaurants, such as Taco Bell, Burger King, Popeyes and Cinnabon. AAFES also provides military communities with convenience, specialty stores and movie theaters on installations worldwide, including locations in Operations Enduring and Iraqi Freedom.

The AAFES MISSION has remained essentially unchanged since a Military Exchange Service was established in July 1895. AAFES is in business to serve Soldiers, Airman and their families around the world. For over 100 years, AAFES has been dedicated to adding to the quality of life of our customers and serving as partner with the Army, Air Force and the MWR Community.

AAFES Policy is to cooperate to the fullest extent with all suppliers and manufacturers while maintaining the highest ethical business standards. AAFES is a staunch supporter of diverse suppliers. Determining factors for procuring merchandise from suppliers are quality products, competitive prices, on time delivery and customer demand.

GDS Homepage:



GDS Homepage

AAFES GDS Supplier Data Sheet

AAFES GDS Supplier Data Sheet

AAFES
ARMY AND AIR FORCE EXCHANGE SERVICE

INFORMATION ONLY

AAFES GDS Supplier Data Sheet

Information Required	Your Information
AAFES GLN # 0614299000018	
Organization Name	Your Company
Business Commodity (Hardlines, Softlines, Consumables)	Hardlines (Example)
Trading Partner Name	
Global Location Number (GLN) (required entry for data pool)	Your GLN (13 digits)
Additional ID Type (DUNS#)	001695568 (9-13 digits)
Primary GDS Contact Name	Tom Smith
Primary GDS Contact Phone	214-314-1111
Primary GDS Contact Email	tsmith@yourcompany.com
Business Address: Street	3911 South Walton Walker Blvd.
Business Address: City	Dallas
Business Address: State and Zip	TX 75236
Sales Rep Name	John Doe
Sales Rep Phone	214-312-1111
Sales Rep Email	doej@aafes.com
AAFES Vendor Number(s)	12345678 (8 digits)
Certified Data Pool Name (1Sync, SA2, Big Hammer, Commport)	1Sync (example)
3rd Party Provider (if applicable)	Ontent (example)
Global Product Codes (Bricks) (required entry for data pool)	10000575 (8 digits)
Manual or GPC (Global Product Catalogue)	GPC

Email completed form to: zzHQSDEPrescreen@aafes.com.

Page 2 of 2

GDS Prescreen Team

Start Data Sync Process

Implement Data Synchronization Steps

Step 1: Select a Solution Provider

Step 2: Understand Requirements

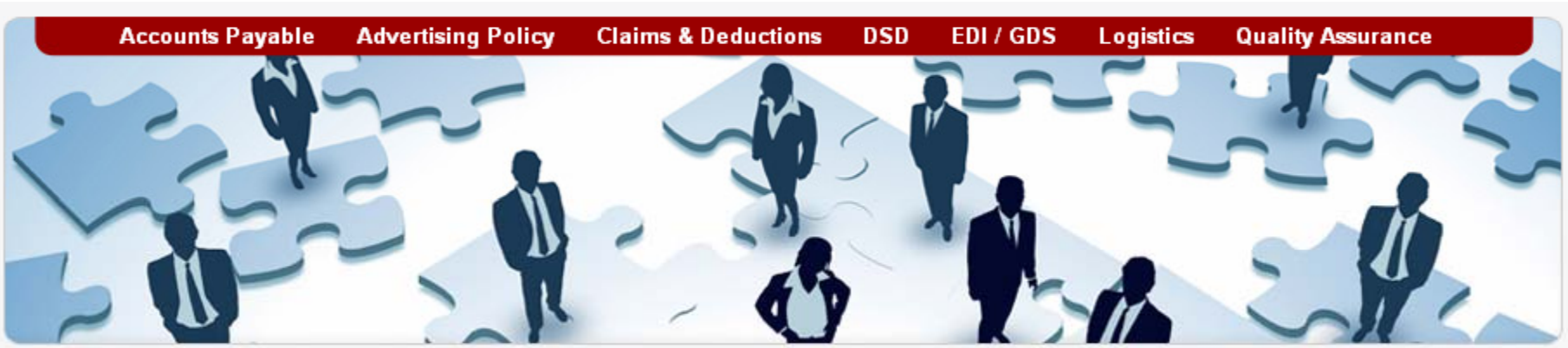
Step 3: Load Data

Step 4: Subscribe & Publish

Step 5: AAFES Web Portal

Step 6: Confirmation`

Doing Business w / AAFES



- . Getting Started
- . Retail Sales
- . Catalog/Internet
- . Non-Retail Procurement
- . Services & Vending
- . Military Clothing Sales
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New Item Induction Form:

- . Getting Started
- . Retail Sales
- . Catalog/Internet
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- . Existing Vendors/Suppliers
- . HOMEPAGE

Retail Sales

APO/FPO Guide

SD New Item Induction Form v.3 (updated 12/03)

Books/ Magazines Sales

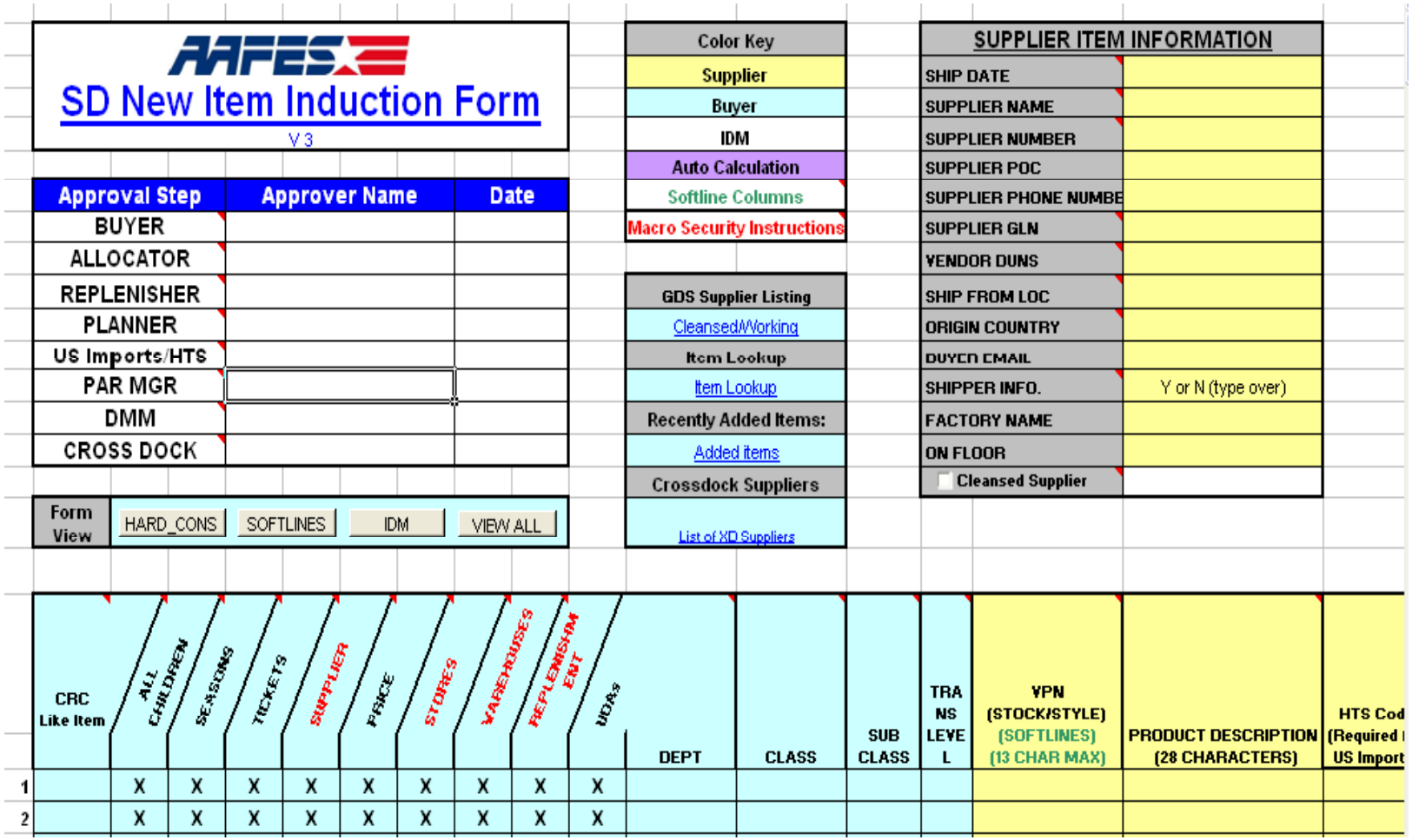
DVD/ CD Sales

SD BUYERS

Retail Food/Candy/Snacks Branch

Buyer IV - Candy,Gum,Mints	214.312.3172
Buyer III - Hybrid Stores	214.312.3789
Buyer III - Chips,Nuts,Snacks	214.312.4352
Buyer III - Frozen,Chilled Foods	214.312.2864
Buyer I - Candy,Gum,Mints	214.312.4955
Buyer III - Hybrid Stores	214.312.4653
Associate Buyer - Hybrid Stores	214.312.6375

SD New Item Induction Form



SD New Item Induction Form

V 3

Approval Step	Approver Name	Date
BUYER		
ALLOCATOR		
REPLENISHER		
PLANNER		
US Imports/HTS		
PAR MGR		
DMM		
CROSS DOCK		

Form View: HARD_CONS | SOFTLINES | IDM | VIEW ALL

Color Key
Supplier
Buyer
IDM
Auto Calculation
Softline Columns
Macro Security Instructions

GDS Supplier Listing
Cleansed/Working
Item Lookup
Item Lookup
Recently Added Items:
Added items
Crossdock Suppliers
List of XD Suppliers

SUPPLIER ITEM INFORMATION	
SHIP DATE	
SUPPLIER NAME	
SUPPLIER NUMBER	
SUPPLIER POC	
SUPPLIER PHONE NUMBE	
SUPPLIER GLN	
VENDOR DUNS	
SHIP FROM LOC	
ORIGIN COUNTRY	
BUYER EMAIL	
SHIPPER INFO.	Y or N (type over)
FACTORY NAME	
ON FLOOR	
Cleansed Supplier	

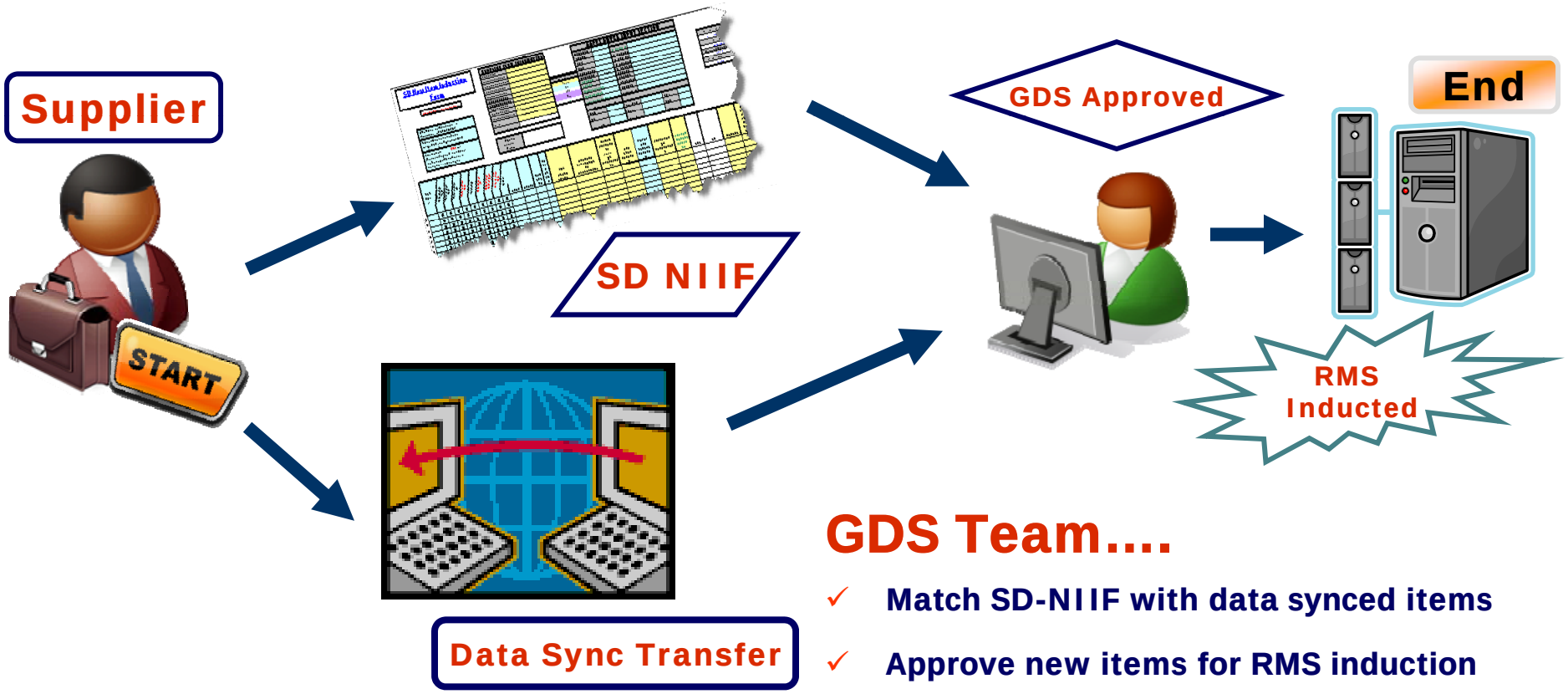
	CRC Like Item	ALL CHILDREN	SEASONS	TICKETS	SUPPLIER	PRICE	STORES	WAREHOUSES	REPLENISHMENT	UDAs	DEPT	CLASS	SUB CLASS	TRANS LEVEL	VPN (STOCK/STYLE) (SOFTLINES) (13 CHAR MAX)	PRODUCT DESCRIPTION (28 CHARACTERS)	HTS Cod (Required US Import
1		X	X	X	X	X	X	X	X	X							
2		X	X	X	X	X	X	X	X	X							

NIIF

GDS -New Item Inductions

Supplier….

- ✓ Send AAFES Buyer SD New Item Induction Form (NIIF)
- ✓ Data sync New Items to AAFES GDS team



GDS Team….

- ✓ Match SD-NIIF with data synced items
- ✓ Approve new items for RMS induction

GDS: Supplier Duties

- Internally Cleanse Item Data
- Data Pool Setup
- Complete Supplier Detail Sheet
- Publish Items to AAFES
- Submit SD NIIF to Buyer

GDS Challenges

- Unable to reach suppliers GDS contact
- No backup when primary GDS contact is out
- Items not published when SD New Item Induction Form received

GDS Driven

- ✓Over 900 Suppliers On-Board
- ✓Expect all AAFES suppliers to data sync
- ✓2011 GOAL: **1500 SUPPLIERS!**

Questions and Answers