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.
Global Data Synchronization Network Overview
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.
### Snapshot of Retailers & Distributors In Production in the GDSN

<table>
<thead>
<tr>
<th>Retailer/Distributor</th>
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</thead>
<tbody>
<tr>
<td>Target</td>
</tr>
<tr>
<td>Lowe's</td>
</tr>
<tr>
<td>Family Dollar</td>
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<tr>
<td>Associated Grocers</td>
</tr>
<tr>
<td>Best Buy</td>
</tr>
<tr>
<td>Walmart</td>
</tr>
<tr>
<td>Supervalu</td>
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<tr>
<td>Delhaize Group</td>
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</tbody>
</table>
Snapshot of Retailers & Distributors in the GDSN Implementation in progress
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?

1. Select a Solution Partner
2. Understand Requirements
3. Load Data
4. Register, Subscribe & Publish
5. Web Portal
6. Confirmation
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’ website:
  ➢ Go to www.aafes.com/edi/
  ➢ Select the “GDS” tab
  ➢ Review “GDSN – Attributes” and “GDSN FAQ”

Required
Must provide this attribute information

Conditional
Category-specific & depends on the attribute. If applicable, it’s required

Optional
If available, please provide.
Data Sync: Step 2 cont.

Step 2: Understand Requirements

- AAFES GDS program
- AAFES GDS Supplier Handbook
- AAFES Attribute List
- GXS Educational Webinars for 1SYNC Onboard Support
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

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](https://www.1sync.org)
  - 1SYNC Support
    - [www.1sync.org](https://www.1sync.org) | 1-866-280-4013

- **AAFES GDS Support**
  - [zzhqsdeprescreen@aafes.com](mailto:zzhqsdeprescreen@aafes.com) | 214-312-4373

- **AAFES GDS Supplier Data Sheet**
  - GDS Supplier Data Sheet

- **AAFES GDS Program Information**
  - [AAFES Data Synchronization](https://www.aafes.com)

- **AAFES Attribute List**
  - [AAFES GDSN Attributes](https://www.aafes.com)

- **Access the AAFES Web Portal for Suppliers**
  - [Supplier Portal](https://www.aafes.com)
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:

**EXCHANGE**

**THE ALL SERVICES EXCHANGE™**

**ONLINE STORE - CATALOG**

**Take Advantage of:**
- Over 18 MILLION items available
- FREE Standard Shipping offers *
- NO Sales Tax * (*excludes Online Mall purchases)

**EXCHANGE**

**ARMY & AIR FORCE EXCHANGE SERVICE**

1-800-527-2345

<table>
<thead>
<tr>
<th>About Exchange</th>
<th>Doing Business with the Exchange</th>
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</thead>
<tbody>
<tr>
<td>Exchange Careers</td>
<td>FOIA Requests</td>
</tr>
<tr>
<td>Exchange Community</td>
<td>Frequently Asked Questions</td>
</tr>
<tr>
<td>Exchange Diversity</td>
<td>Military Life: We Serve You</td>
</tr>
<tr>
<td>Exchange Sustainability</td>
<td>Mystery Shopper I want to apply!</td>
</tr>
<tr>
<td>After Serving: Next Chapter</td>
<td>NO FEAR Act Notice</td>
</tr>
<tr>
<td>Contact Us</td>
<td>Operation: Be Fit</td>
</tr>
<tr>
<td>Coupon Acceptance Policy</td>
<td>Patriot Family Connection</td>
</tr>
<tr>
<td>Disaster Preparedness Info</td>
<td></td>
</tr>
</tbody>
</table>

**www.aafes.com**
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, Airmen 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.
Welcome to AAFES eBusiness...

Remaining competitive in today's marketplace mandates that corporations must continue to minimize cost and speed up communication. Through the development of Electronic Data Interchange (EDI), the retail industry has set standards to produce shortened lead times giving merchants better in-stock conditions and increased sales.

To remain competitive in the retail market, the Army & Air Force Exchange Service (AAFES) is totally committed to the EDI program. Please browse our website and contact any of the EDI Staff for more information.
Data Synchronization

Item Data Management
Building the Foundation For A Better Future

AAFES Mandate For Data Synchronization
  ● Update April 2009

Synchronization
  ● Overview
    - Summary
    - Links

Seminar
  ● Schedule
  ● Registration

GDSN
  ● Attributes
  ● FAQ

GPC
  ● Attributes
  ● FAQ

Supplier Data Sheets
  ● AAFES GDS Supplier Data Sheet
  ● AAFES GDS Supplier Data Sheet - Sample

  ➤ Company Contact Information Update

Data Sync Bulletins
There are no current bulletins. Please feel free to review our archived bulletins.

Bulletin Archive
# AAFES GDS Supplier Data Sheet

## Information Required

<table>
<thead>
<tr>
<th>Information Required</th>
<th>Your Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAFES GLN # 06142990000018</td>
<td></td>
</tr>
<tr>
<td><strong>Organization Name</strong></td>
<td>Your Company</td>
</tr>
<tr>
<td><strong>Business Commodity</strong> (Hardlines, Softlines, Consumables)</td>
<td>Hardlines</td>
</tr>
<tr>
<td><strong>Trading Partner Name</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Global Location Number (GLN)</strong> (required entry for data pool)</td>
<td>Your GLN</td>
</tr>
<tr>
<td><strong>Additional ID Type (DUN#)</strong></td>
<td>DUN#</td>
</tr>
<tr>
<td><strong>Primary GDS Contact Name</strong></td>
<td>Tom Smith</td>
</tr>
<tr>
<td><strong>Primary GDS Contact Phone</strong></td>
<td>214-314-1111</td>
</tr>
<tr>
<td><strong>Primary GDS Contact Email</strong></td>
<td><a href="mailto:tsmith@yourcompany.com">tsmith@yourcompany.com</a></td>
</tr>
<tr>
<td><strong>Business Address: Street</strong></td>
<td>3911 South Walton Walker Blvd.</td>
</tr>
<tr>
<td><strong>Business Address: City</strong></td>
<td>Dallas</td>
</tr>
<tr>
<td><strong>Business Address: State and Zip</strong></td>
<td>TX 75236</td>
</tr>
<tr>
<td><strong>Sales Rep Name</strong></td>
<td>John Doe</td>
</tr>
<tr>
<td><strong>Sales Rep Phone</strong></td>
<td>214-312-1111</td>
</tr>
<tr>
<td><strong>Sales Rep Email</strong></td>
<td><a href="mailto:doe@aafes.com">doe@aafes.com</a></td>
</tr>
<tr>
<td><strong>AAFES Vendor Number(s)</strong></td>
<td>12345678</td>
</tr>
<tr>
<td><strong>Certified Data Pool Name</strong> (1Sync, 5A2, Big Hammer, Comport)</td>
<td>1Sync</td>
</tr>
<tr>
<td><strong>3rd Party Provider</strong> (if applicable)</td>
<td>Content</td>
</tr>
<tr>
<td><strong>Global Product Codes</strong> (Bricks) (required entry for data pool)</td>
<td>100000575</td>
</tr>
<tr>
<td><strong>Manual or GPC (Global Product Catalogue)</strong></td>
<td>GPC</td>
</tr>
</tbody>
</table>

### Email completed form to: zzHQSDEFPrescreen@aafes.com

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**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`
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SD New Item Induction Form

Color Key
- Supplier
- Buyer
- VIM
- Auto Calculation
- Softline Columns
- Macro Security Instructions
- SUPPLIER ITEM INFORMATION
  - SUPPLIER NAME
  - SUPPLIER NUMBER
  - SUPPLIER POC
  - SUPPLIER PHONE NUMBER
  - SUPPLIER GLN
  - VENDOR DUNS
  - SHIP FROM LOC
  - ORIGIN COUNTRY
  - SHIPPER INFO.
  - FACTORY NAME
  - UN FLOOR
  - Cleaned Supplier

Form View
- HARD CONS
- SOFTLINES
- IDM
- VIEW ALL

CPC
- ALL CATEGORIES
- ALL STORES
- ALL LOCATIONS
- SHIPPER
- PRICE
- STORES
- WAREHOUSES
- DEPARTMENTS
- MOQs

DEPT
CLASS
SUB CLASS
TRAN LEVEL
YPN (STOCK/STYLC) (9 CHAR MAX)
PRODUCT DESCRIPTION (29 CHARACTERS)
ITG Code (Required for US Import)

1  X  X  X  X  X  X  X  X  X
2  X  X  X  X  X  X  X  X
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!