Vendor Relations Seminar

SBR
(SALES BASED REPLENISHMENT)

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What is SBR

- ➢ Sales Based Replenishment
- ➢ Store ordering system
  - ➜ RPOS sales
  - ➜ Perpetual inventory
  - ➜ Due-ins
  - ➜ Order-up-to levels (models)
- ➢ Applicable to RPOS stores only

SBR Features

➢ Automatic replenishment

➢ Control of SKU by style, size, color (UPC)

➢ Automatic weekly orders (weekend)

➢ Orders based on sales

➢ Control of inventory levels

SBR Features cont.

➢ On-line viewing

- ♦ Store/item model stocks
- ♦ Store/item inventory
- ♦ Store/item due-ins

➢ Able to make changes

(i.e. Models, On hands) on-line

Candidates for SBR

- ➢ Vendor must have EDI capabilities
  - ◆ Purchase Orders (TI 850)
  - ◆ ASN - Advanced Shipping Notice (TI 856)
- ➢ No shipping problems
  - ◆ Fill or Kill program
  - ◆ No back orders
  - ◆ No substitutions

Candidates for SBR cont.

➢ Able to ship lowest distribution unit (LDU)

➢ Ship within 4-7 days (vendor prep time)

➢ PO minimum break at lowest level

➢ Good past sales history

SBR Stats

Over 1447 vendors and growing

- 937 stores on SBR
- 1024 Active models suppliers
- 423 non-modeled suppliers (OTB-Seasonal, VMI)
- 2.90 M modeled SKUs
- $360.5 M total inv on hand
- $17.1 M average weekly sells
- 4.08 model total SSR

SBR Reports on "Partners"

➢ **SBR VENDOR ITEM CREF SUMMARY (BH111SVM)**

➢ This report lists the re-orderable items by vendor.

➢ Items are ordering because models are set.

➢ If an item is not on this report, there is not a model set for that Sku in SBR.

➢ Used for a quick check to confirm that models are set correctly based on 8 weeks sales.

➢ Will quickly show if there is a instock problem due to zero dueins.

Microsoft Excel - CREF SUMMARY

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TOTAL QUANTITY DUE IN (UNITS)

SUM OF MODEL

TOTAL SALES IN THE LAST 8 WEEKS (UNITS)

TOTAL ON HAND + DUE IN (DOLLARS)

TOTAL SALES IN LAST 8 WEEKS (DOLLARS)

NUMBER OF WEEKS INVENTORY ON HAND AND DUE IN

NUMBER OF DOORS WITH A MODEL

% INSTOCK

TOTAL QUANITY ON HAND (UNITS)

	Date	VendorNum	VendorName	ItemNumber	CRC	ItemDesc	TTLOnHand	TTLDueIn	TTLMdl	TTL8WkSls	TTLDlrOnHand	TTLDlr8WkSls	OHWksInv	TTLFacs	AvgInstkPct
3	27-Feb-05	99999999	SAMPLE	451584045	9611575	WATCH1	129	10	93	54	$21,801	$9,126	20	90	90
4	27-Feb-05	99999999	SAMPLE	451584046	1378082	WATCH2	37	4	30	32	$6,253	$5,408	10	21	96
5	27-Feb-05	99999999	SAMPLE	451584049	3240660	WATCH3	87	10	91	29	$10,353	$3,451	26	91	83
6	27-Feb-05	99999999	SAMPLE	451584054	6039978	WATCH4	62	6	55	18	$12,338	$3,582	30	55	88
7	27-Feb-05	99999999	SAMPLE	451584055	4087409	WATCH5	65	8	55	13	$12,935	$2,587	44	55	90
8	27-Feb-05	99999999	SAMPLE	451584056	6939763	WATCH6	60	5	56	17	$14,340	$4,063	30	55	90
9	27-Feb-05	99999999	SAMPLE	451584057	3760469	WATCH7	30	3	26	11	$4,170	$1,529	24	22	87
10	27-Feb-05	99999999	SAMPLE	451586304	5546338	WATCH8	128	2	62	30	$15,232	$3,570	34	54	99
11	27-Feb-05	99999999	SAMPLE	451587048	8527541	WATCH9	19	4	21	10	$3,781	$1,990	18	21	86
12	27-Feb-05	99999999	SAMPLE	451588008	2439511	WATCH10	258	21	155	168	$43,602	$28,392	13	134	92
13	27-Feb-05	99999999	SAMPLE	451588073	6518732	WATCH11	221	7	145	80	$37,349	$13,520	22	134	92
14	27-Feb-05	99999999	SAMPLE	451593013	5109814	WATCH12	134	8	90	35	$28,006	$7,315	32	90	89
15	27-Feb-05	99999999	SAMPLE	451593014	4538997	WATCH13	198	9	134	48	$39,402	$9,552	34	134	95
16	27-Feb-05	99999999	SAMPLE	451593015	7410558	WATCH14	69	11	54	47	$18,561	$12,643	13	54	78
17	27-Feb-05	99999999	SAMPLE	451593017	1424944	WATCH15	98	2	54	47	$19,502	$9,353	17	54	97
18							**1595**	**110**	**1121**	**639**	**$287,625.00**	**$116,081.00**			

CREF SUMMARY

Ready

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SBR Reports on "Partners"

➢ **SBR VENDOR ITEM NMDL SUMMARY (BH111320)**

  ➢ This report lists all items that do not have a model set at one or more facility (s). They may be active or phased out.

  ➢ Why would active and phase out items be here?

  ➢ Items may or may not belong on this report. If an item is not ordering or has a poor service level, it may be because the item is not modeled or it has been phased out.

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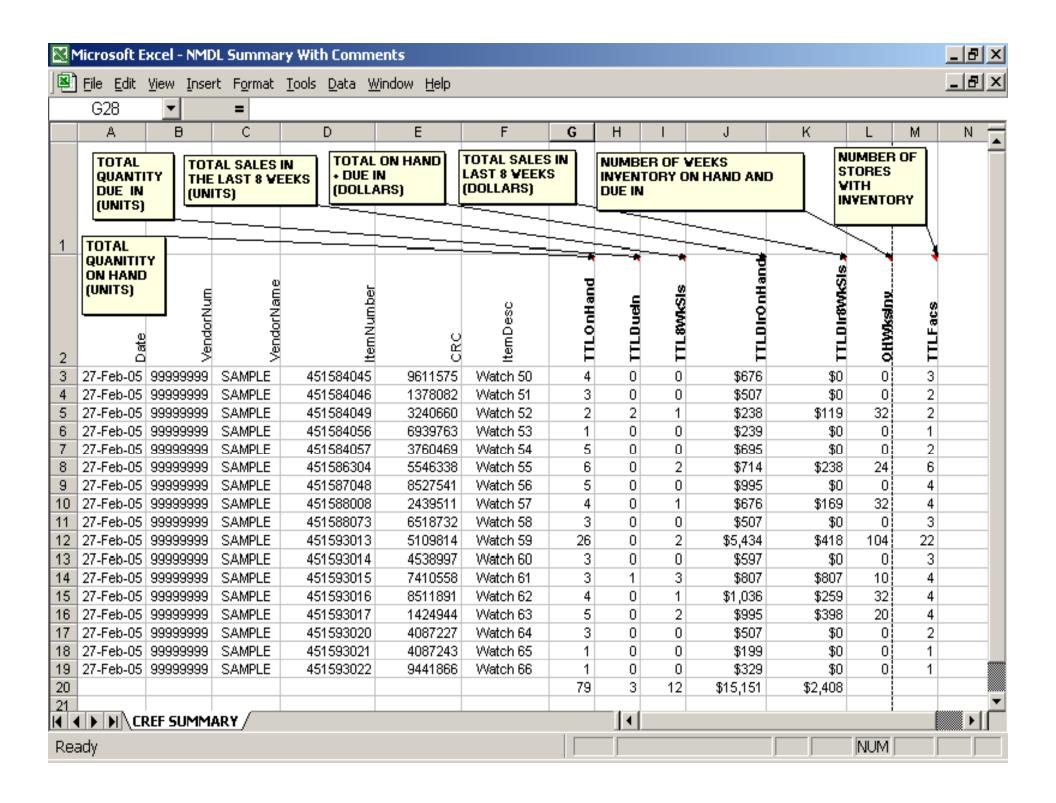
Comment boxes:
- **TOTAL QUANTITY DUE IN (UNITS)**
- **TOTAL SALES IN THE LAST 8 WEEKS (UNITS)**
- **TOTAL ON HAND + DUE IN (DOLLARS)**
- **TOTAL SALES IN LAST 8 WEEKS (DOLLARS)**
- **NUMBER OF WEEKS INVENTORY ON HAND AND DUE IN**
- **NUMBER OF STORES WITH INVENTORY**
- **TOTAL QUANITITY ON HAND (UNITS)**

	Date	VendorNum	VendorName	ItemNumber	CRC	ItemDesc	TTLOnHand	TTLDueIn	TTL8WkSls	TTLDirOnHand	TTLDir8WkSls	OHWkssInv	TTLFacs	N
3	27-Feb-05	99999999	SAMPLE	451584045	9611575	Watch 50	4	0	0	$676	$0	0	3	
4	27-Feb-05	99999999	SAMPLE	451584046	1378082	Watch 51	3	0	0	$507	$0	0	2	
5	27-Feb-05	99999999	SAMPLE	451584049	3240660	Watch 52	2	2	1	$238	$119	32	2	
6	27-Feb-05	99999999	SAMPLE	451584056	6939763	Watch 53	1	0	0	$239	$0	0	1	
7	27-Feb-05	99999999	SAMPLE	451584057	3760469	Watch 54	5	0	0	$695	$0	0	2	
8	27-Feb-05	99999999	SAMPLE	451586304	5546338	Watch 55	6	0	2	$714	$238	24	6	
9	27-Feb-05	99999999	SAMPLE	451587048	8527541	Watch 56	5	0	0	$995	$0	0	4	
10	27-Feb-05	99999999	SAMPLE	451588008	2439511	Watch 57	4	0	1	$676	$169	32	4	
11	27-Feb-05	99999999	SAMPLE	451588073	6518732	Watch 58	3	0	0	$507	$0	0	3	
12	27-Feb-05	99999999	SAMPLE	451593013	5109814	Watch 59	26	0	2	$5,434	$418	104	22	
13	27-Feb-05	99999999	SAMPLE	451593014	4538997	Watch 60	3	0	0	$597	$0	0	3	
14	27-Feb-05	99999999	SAMPLE	451593015	7410558	Watch 61	3	1	3	$807	$807	10	4	
15	27-Feb-05	99999999	SAMPLE	451593016	8511891	Watch 62	4	0	1	$1,036	$259	32	4	
16	27-Feb-05	99999999	SAMPLE	451593017	1424944	Watch 63	5	0	2	$995	$398	20	4	
17	27-Feb-05	99999999	SAMPLE	451593020	4087227	Watch 64	3	0	0	$507	$0	0	2	
18	27-Feb-05	99999999	SAMPLE	451593021	4087243	Watch 65	1	0	0	$199	$0	0	1	
19	27-Feb-05	99999999	SAMPLE	451593022	9441866	Watch 66	1	0	0	$329	$0	0	1	
20							79	3	12	$15,151	$2,408			

CREF SUMMARY

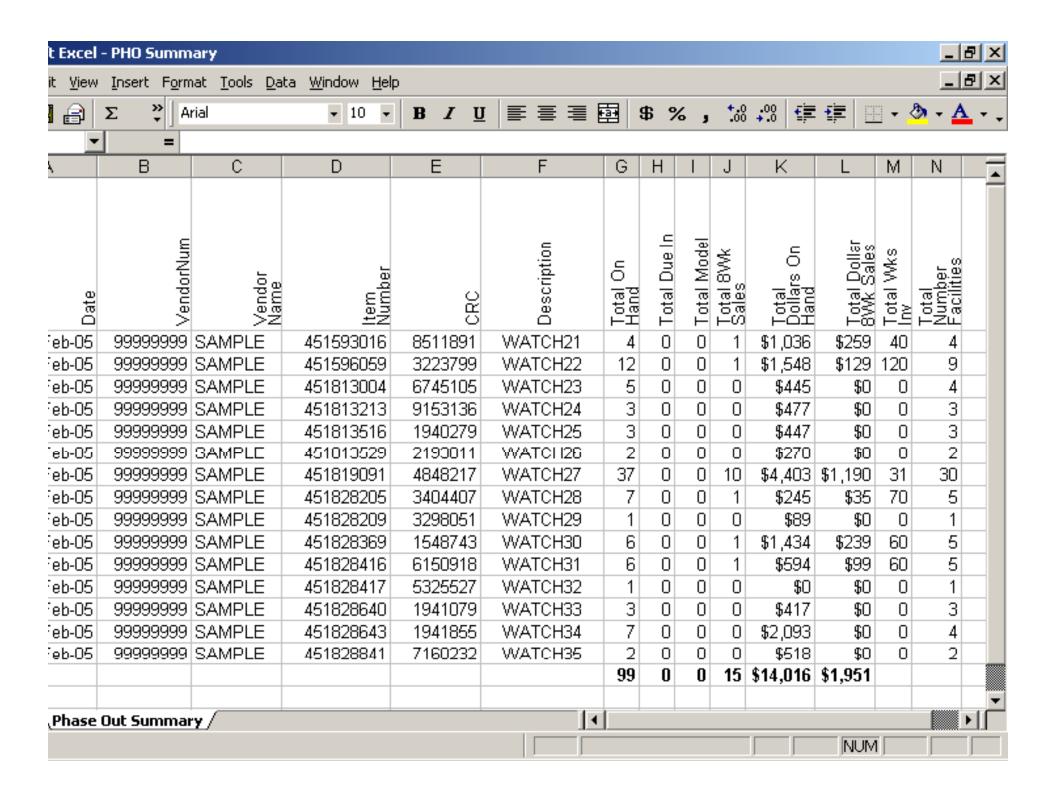Ready

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SBR Reports on "Partners"

➢ **SBR VENDOR ITEM PHASEOUT SUMMARY (BH122S91)**

➢ These items have been phased out of the AAFES system.

➢ Phase out status prevents ordering.

➢ Buyers may request support to move this mdse to make room for hot new items.

➢ The items on this report may be active items that were phased out in error. If this happens, have the buyer reinstate the item.

Date	VendorNum	Vendor Name	Item Number	CRC	Description	Total On Hand	Total Due In	Total Model	Total 8Wk Sales	Total Dollars On Hand	Total Dollar 8Wk Sales	Total Wks Inv	Total Number Facilities
Feb-05	99999999	SAMPLE	451593016	8511891	WATCH21	4	0	0	1	$1,036	$259	40	4
Feb-05	99999999	SAMPLE	451596059	3223799	WATCH22	12	0	0	1	$1,548	$129	120	9
Feb-05	99999999	SAMPLE	451813004	6745105	WATCH23	5	0	0	0	$445	$0	0	4
Feb-05	99999999	SAMPLE	451813213	9153136	WATCH24	3	0	0	0	$477	$0	0	3
Feb-05	99999999	SAMPLE	451813516	1940279	WATCH25	3	0	0	0	$447	$0	0	3
Feb-05	99999999	SAMPLE	451813529	2193011	WATCH26	2	0	0	0	$270	$0	0	2
Feb-05	99999999	SAMPLE	451819091	4848217	WATCH27	37	0	0	10	$4,403	$1,190	31	30
Feb-05	99999999	SAMPLE	451828205	3404407	WATCH28	7	0	0	1	$245	$35	70	5
Feb-05	99999999	SAMPLE	451828209	3298051	WATCH29	1	0	0	0	$89	$0	0	1
Feb-05	99999999	SAMPLE	451828369	1548743	WATCH30	6	0	0	1	$1,434	$239	60	5
Feb-05	99999999	SAMPLE	451828416	6150918	WATCH31	6	0	0	1	$594	$99	60	5
Feb-05	99999999	SAMPLE	451828417	5325527	WATCH32	1	0	0	0	$0	$0	0	1
Feb-05	99999999	SAMPLE	451828640	1941079	WATCH33	3	0	0	0	$417	$0	0	3
Feb-05	99999999	SAMPLE	451828643	1941855	WATCH34	7	0	0	0	$2,093	$0	0	4
Feb-05	99999999	SAMPLE	451828841	7160232	WATCH35	2	0	0	0	$518	$0	0	2
						99	0	0	15	$14,016	$1,951		

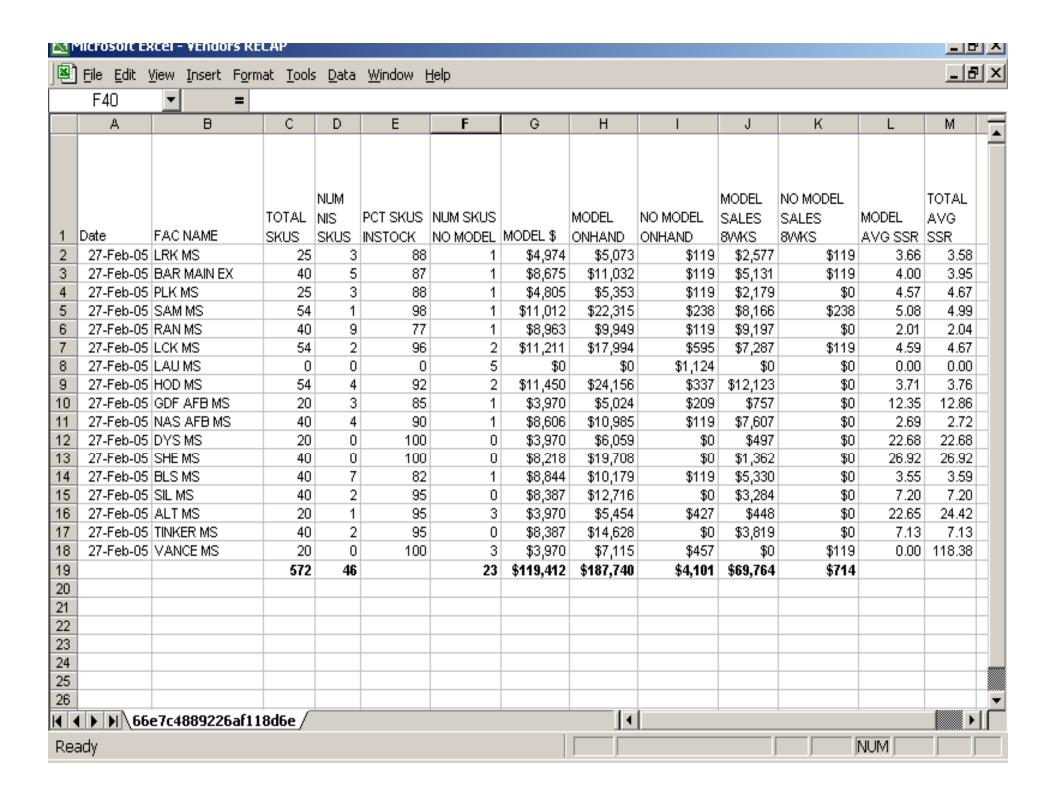Phase Out Summary

SBR Reports on "Partners"

➢ **SBR OO VENDOR SUMMARY RECAP (BH111S90)**

➢ This report provides an overview of a SBR Vendor by facility.

➢ This report is used to see "in stock" and vendor performance by facility.

➢ Poor instock percentages can be caused by high P.O. minimums, or coding issues, i.e., no warehouse, no UPC, or milstamp issues.

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	Date	FAC NAME	TOTAL SKUS	NUM NIS SKUS	PCT SKUS INSTOCK	NUM SKUS NO MODEL	MODEL $	MODEL ONHAND	NO MODEL ONHAND	MODEL SALES 8WKS	NO MODEL SALES 8WKS	MODEL AVG SSR	TOTAL AVG SSR
2	27-Feb-05	LRK MS	25	3	88	1	$4,974	$5,073	$119	$2,577	$119	3.66	3.58
3	27-Feb-05	BAR MAIN EX	40	5	87	1	$8,675	$11,032	$119	$5,131	$119	4.00	3.95
4	27-Feb-05	PLK MS	25	3	88	1	$4,805	$5,353	$119	$2,179	$0	4.57	4.67
5	27-Feb-05	SAM MS	54	1	98	1	$11,012	$22,315	$238	$8,166	$238	5.08	4.99
6	27-Feb-05	RAN MS	40	9	77	1	$8,963	$9,949	$119	$9,197	$0	2.01	2.04
7	27-Feb-05	LCK MS	54	2	96	2	$11,211	$17,994	$595	$7,287	$119	4.59	4.67
8	27-Feb-05	LAU MS	0	0	0	5	$0	$0	$1,124	$0	$0	0.00	0.00
9	27-Feb-05	HOD MS	54	4	92	2	$11,450	$24,156	$337	$12,123	$0	3.71	3.76
10	27-Feb-05	GDF AFB MS	20	3	85	1	$3,970	$5,024	$209	$757	$0	12.35	12.86
11	27-Feb-05	NAS AFB MS	40	4	90	1	$8,606	$10,985	$119	$7,607	$0	2.69	2.72
12	27-Feb-05	DYS MS	20	0	100	0	$3,970	$6,059	$0	$497	$0	22.68	22.68
13	27-Feb-05	SHE MS	40	0	100	0	$8,218	$19,708	$0	$1,362	$0	26.92	26.92
14	27-Feb-05	BLS MS	40	7	82	1	$8,844	$10,179	$119	$5,330	$0	3.55	3.59
15	27-Feb-05	SIL MS	40	2	95	0	$8,387	$12,716	$0	$3,284	$0	7.20	7.20
16	27-Feb-05	ALT MS	20	1	95	3	$3,970	$5,454	$427	$448	$0	22.65	24.42
17	27-Feb-05	TINKER MS	40	2	95	0	$8,387	$14,628	$0	$3,819	$0	7.13	7.13
18	27-Feb-05	VANCE MS	20	0	100	3	$3,970	$7,115	$457	$0	$119	0.00	118.38
19			572	46		23	$119,412	$187,740	$4,101	$69,764	$714		

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Exit Strategy

SBR will request an exit strategy for phased out items with significant inventory prior to ordering new items.