

#### GFR Supplier Onboarding | Readiness Checklist

**Welcome to Onboarding!** Ready to sell as a Walmart Inc. supplier? This checklist provides information and resources for GFR (Goods For Resale) suppliers onboarding with Walmart or Sam's Club. Reference **Help and Feedback** within the **Welcome to Onboarding!** dashboard as you complete the tiles; it's a good resource for articles that will guide you through the process.

If you have questions or need assistance, contact the Retail Link Help Desk at 479-273-8888 or 888-499-6377

Office hours M-F 7:00AM to 5:00PM Central

#### To Submit a Support Ticket:

Go to <a href="https://supplierhelp.walmart.com">https://supplierhelp.walmart.com</a>

#### Include the following information:

- Complete, full image screen shots with step details
- Supplier Name
- SAP Supplier ID
- Agreement Number
- DUNS number
- · Question or description of issue

#### To Become a Retail Link User You Must Have:

- An internet ready Windows based PC with at least 256 MB of RAM
- An internet connection provided by an ISP (Internet Service Provider)
- Microsoft Windows 10 (or newer) operating system
- Microsoft Office Version 97 (or newer)
- Chrome Browser Version 94.0 (or higher)
- MIME compatible internet e-mail package and compatible provider
- Ability to read and write in a chat room

#### **Quick Reference Guide**

Click heading below to go directly to that section. Click Back to Top at the bottom of each page to return here.

Company Information	2
Tell us about your company	2
Tax Information	4
Provide your company Tax ID and Forms	4
Product Submission	5
Share your product catalog	5
Contacts	6
Add important contacts from your company	6
Product & Brand	7
Provide product and brand information	7
Insurance	7
Review requirements and upload Certificate of Insurance	7
Set up EDI-B2B	8
Configure and test EDI connections	8
Banking	8
Provide account information for Payments	8
Diversity	a

Classify the majority ownership of your company	9
Quote	9
Prepare and submit Quotes (Direct Import suppliers only)	9
Facility	9
Set up Factory ID and provide audits	9
Logistics	10
Provide delivery details, set up lead time, and add your facilities	10
Acknowledgments	11
Review and accept important documents	11
Agreements	11
Review and Accept the Master Supplier and Business Terms Agreements	11
Walmart.com DSV and Owned Contacts	11
Add required contacts for DSV and Owned	11
Assign Facility to Agreement	12
Map your facilities to your agreement	12
ltem	12
Complete item setup	12
Congratulations!	12

Company Information  Tell us about your company		
Company	legal name and address populate from DUNS number	
Company Legal Name	Domestic Suppliers: Your company legal name must be the same exact name you have filed with the IRS and must match the name on your W-9 or W-8 Tax Form Direct Import Suppliers: Your Company Legal Name must match the name on your W-8 or W-9 Tax Form and your Business Registration Certificate accredited by a party of your local government	
Company Address	Domestic Suppliers: The physical, street address of your company; PO boxes will not be accepted Direct Import Suppliers: The legal address as listed on the Business Registration Document accredited by a party of your local government	
DUNS Number	DUNS number is required for Registration.  If you do not have one, you can contact D&B at the number below. Inform D&B you are applying to become a Walmart supplier:  1-866-815-2749 (within North America)  • For more information, e-mail <a href="wmwendors@dnb.com">wmwendors@dnb.com</a> or visit: <a href="http://www.dnb.com/duns-number.html">http://www.dnb.com/duns-number.html</a>	

What is your relationship with your company?	<ul> <li>Direct Employee</li> <li>Employee of Parent Company/Sister Division/Subsidiary</li> <li>Third Party</li> </ul>		
What is your current position with your company?	<ul> <li>Accounts Payable</li> <li>Information Systems</li> <li>CFO</li> <li>Insurance</li> <li>Primary Account Representative</li> <li>CEO</li> <li>Marketing</li> <li>Food Safety</li> <li>Operations</li> <li>Executive</li> <li>Accounts Receivable</li> <li>Product Safety</li> <li>Legal</li> <li>Returns</li> <li>Transportation</li> <li>Other</li> <li>Compliance</li> <li>Finance</li> <li>Human Resources</li> <li>Logistics</li> <li>Purchase Order</li> <li>Sales</li> <li>Orders</li> </ul>		
What type of legal entity is your company?	<ul><li>Corporation</li><li>LLC/Partnership</li><li>Sole Proprietor</li></ul>		
Annual Gross Revenue	For Direct Import Suppliers:  • Less than \$10M  • \$10M - \$50M  • \$50M - \$100M  • Greater than \$100M		
In which countries is your export business offices located?	For Direct Import Suppliers:  • Select country from list		
In which countries are your factories located?	For Direct Import Suppliers:  • Select country from list		
Do you have warehousing facilities in the retail markets you work with?	For Direct Import Suppliers:  • Yes  • No		
Business registration certificate	For Direct Import Suppliers: A business registration certificate is required by the local government in every country		
Are your products or personnel services imported/outsourced from another country?	For Domestic Suppliers:		
Do you have a factoring relationship with another company?	For Domestic Suppliers: Select "Yes" if your company is being financed by a third-party financial partner or has a factoring relationship with a financial entity Note: You must provide a letter from both your company and the factoring company		
Remittance Address	Select same as company address or provide the remittance address		

Company Website (Optional)	Enter company website address
DBA (Optional)	Provide if listed on your tax form
Company Description (Optional)	Enter company description
Factory Directory (Optional)	Add your capabilities and locations
Review your company details and make sure everything is correct.	Providing incorrect information will cause delay in receiving a vendor agreement. Confirm & Submit or Go Back and adjust incorrect information

Tax Information  Provide your company Tax ID and Forms		
Tax ID Country	Select your Tax ID Country (populates from earlier country entry)	
Tax ID Type	Will populate selection based on the Tax ID Country selected	
Tax ID	Domestic Suppliers: Tax Number: Federal Taxpayer Identification Number or Social Security Number W-9 Tax Form: Requires the latest version of the form, which can be found at: <a href="https://www.irs.gov/uac/about-form-w9">https://www.irs.gov/uac/about-form-w9</a> Direct Import Suppliers: Tax Form: Requires the latest version of the form, which can be found at: <a href="https://www.irs.gov/uac/about-form-w8">https://www.irs.gov/uac/about-form-w8</a> • Generate tax document • Select federal tax classification • Exempt payee code (optional) • Exception from FATCA reporting code (optional) • Account number(s) (optional)  -If number is Domestic – and supplier is based in the US – only tax document required is W9 form -If number is Domestic – and supplier is based internationally – W8 form & the onboarding questionnaire is required -If number is Direct Import – and supplier is based in the US – W9 form & Business Registration Certificate document is required -If number is Direct Import – and supplier is based internationally – W8 form & Business Registration Certificate document is required	
Are you a foreign person that claims income that is effectively connected with the conduct of a trade or business in the United States?	For Direct Import Suppliers:  • Yes  • No	

Complete the information for your tax form	For Direct Import Suppliers:  W-8ECI: Foreign Person: Y (any Legal Entity type)  W-8BEN: Foreign Person: N and Legal Entity type: Sole Proprietor  W-8BEN: E: Foreign Person: N and Legal Entity type: Corporation/LLC  W-8BEN-E: Foreign Person: N and Legal Entity type: Corporation/LLC  W-8ECI: This form is required if foreign person question is answered Yes on Step 1  W-8BEN Form: This form is to be completed by Sole Proprietors. This is a simple form and errors out if the user tries to click Next without filling out required fields.  W-8BEN-E Form: This form contains dynamic UI elements that change depending on the user selection.  W-8BEN-E Form Details:  Part 1 – Identification of Beneficial Owner  Mailing Address W8BEN E  Chapter 3 Status  Simple trust  Central bank of issue Grantor trust  Tax-exempt organization  Corporation  Complex trust  Private foundation  Disregarded entity  Estate International organization  Partnership  Foreign Government – Controlled Entity  Foreign Government – Integral Part  Part II – Complete only is a disregarded entity with a GIIN or a branch of an FFI in a country other than the FFI's country of residence  Chapter 4 Status  Branch treated as nonparticipating FFI  Reporting Model 1 FFI  U.S. Branch Participating FFI  Reporting Model 2 FFI  Address of disregarded entity or branch

Product Submission Share your product catalog		
Do you supply any products made in the USA?	<ul><li>Yes</li><li>No</li></ul>	
Do you provide licensed/royalty products?	<ul><li>Yes</li><li>No</li></ul>	
Are you a broker for any of the products you would like to sell?	<ul><li>Yes</li><li>No</li></ul>	
Are you a distributor for any of the products you would like to sell?	<ul><li>Yes</li><li>No</li></ul>	

Are you interested in private label (optional)?	Yes    No
Provide URLs to retail sites where you currently sell (optional)	Enter URL address
Tell us why your products are a good fit for Walmart (optional)	Enter information requested
By providing product information, I agree to be bound by the terms of the Online Product Submission Statement.	View statement and check the box to indicate you have viewed and agree to the terms
Your Products / Manage Catalog	To add your product catalog, you will first need to export a spreadsheet template, then fill out your product info & upload. Click the Get Started Button. Provide a list of products IDs for each of the items you would like to share with Walmart. You may enter GTINs, UPCs, EANs, ISBNs or your own unique SKUs. You can submit up to 200 items at a time.
Please provide us with information about your entire catalogue – whether it's several	Enter a list of your Product IDs, this will populate the spreadsheet template. Click Add Product button.
items or just a few – to expand future opportunities for doing more business with Walmart.	Export the spreadsheet template from the download/upload page and fill out the remaining item information. Refer to Row 6 on the spreadsheet for formatting requirements. Product Image URL must be the image of your product and publicly accessible. Then upload the spreadsheet file on the download/upload page. If the upload does not complete, correct any identified errors, and retry.
	Review your items to confirm you are ready to submit your catalog to the Walmart buying team. If you need to make changes, edit the spreadsheet and upload again.

Contacts  Add important contacts from your company		
Add Contacts	Provide contact information for each role listed below by selecting the role or clicking the 'add contact' button. The same contact can be associated with multiple roles. CEO, CFO and Administrator should be completed first.  • Administrator  • CEO  • CFO  • Accounts Payable  • Account Representative  • Customer Service: Customer  • Customer Service: Walmart  • Facilities  • Fulfillment Center After Hours Support  • Fulfillment Center IT  • Supply Chain  • Orders  • Operations  • Regulatory Compliance  • Returns  • Content Expert	

#### **Product & Brand** Provide product and brand information We need to know a bit about your products and where you'll be selling them. Depending on your answers you may need to submit more information, which we'll guide you Do you plan on selling products through. Only brands sold in Walmart stores must have a brand ID. in the store? Yes No If yes, do you have all needed brand IDs? No If yes, provide additional information about food safety practices in your facility and get set up with a distribution center. Will you be selling fresh produce? Food Safety Profile – If selling fresh produce, food, or beverage products: Select contact from dropdown. Download Food Safety Produce Disclosure form, complete the form and upload completed copy. Distribution Center Management for Produce - To complete this step, you need to first receive and accept your agreement Yes Nο If yes, provide additional information about food safety practices in your facility and get Will you be selling any food or set up with a distribution center. beverage products other than Food Safety Profile - If selling fresh produce, food, or beverage products: Select contact fresh produce? from dropdown. Download Food Safety Produce Disclosure form, complete the form and upload completed copy. Distribution Center Management for Produce - To complete this step, you need to first receive and accept your agreement

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#### Review requirements and upload Certificate of Insurance

#### Insurance Provide required insurance certificates for the product(s) you are selling.

If you are approved as a supplier, you will need to procure and maintain insurance to cover legal costs or other liabilities that could result from claims or lawsuits related to your product. You are required to provide insurance information during onboarding before you receive your Business Terms Agreement. You are also required to upload your Certificate of Insurance in **Retail Link > Applications > Supplier Liability Insurance (SLI)** within 30 days of accepting your Supplier Agreement. You can see the US insurance requirements here.

I acknowledge the follow regarding my insurance - accept acknowledgement

- Walmart Inc, subsidiaries, and affiliates are listed as an 'Additional insured party' and 'Certificate holder'
- Should any of the above-described policies be cancelled before the expiration date, the issuers will endeavor to mail 30 days written notice to the certificate holder

## Insurance Certifications Add a minimum of one certification and submit. You can always add more certifications later.

Click Add Insurance and provide the following information:

- Carrier Company
- Address
- Phone Number
- Carrier Email
- Policy Info Expiration Date
- Policy Info Coverage Amount (USD)
- Insurance Letter

Read the Supplier Liability Insurance Matrix and the Insurance Requirements

#### Set up EDI-B2B Configure and test EDI connections Select one of the following: Walmart Sam's Club Walmart.com SamsClub.com Where will your products be sold? Supplier selects banner during registration but can make edits here. EDI is needed if any banner is selected other than Walmart.com. WebEDI is needed if Walmart.com banner is the only banner selected. No further action is needed as WebEDI mailbox will be created automatically after you receive your agreement. To make changes or get assistance, contact the EDI helpdesk at 479-273-8888. Select and set up your EDI integration When you start set up you will be first guided to choose between the options we offer for these banners. Global Enterprise Mailbox Select Mailbox Select Mailbox ID Only using these documents (ASN, Invoice, PO) **EDI integration for Walmart** Yes stores, Sam's Club, and SamsClub.com Is this for Goods NOT for Resale (GNFR) or Pharmacy? Yes - click 'AS2 setup' to select AS2 as your EDI option Are you going to be doing more than 15000 documents a year? Yes - click 'AS2 setup' to select AS2 as your EDI option No Click 'Read Me' for details about differences between WebEDI and AS2. You can proceed after reading the help article. Click the Read Me button.

Banking Provide account information for Payments			
Provide a valid US bank account	Select Checking or Savings Search for Bank – How do you want to search and verify your bank?  • Bank name • Routing Number Select your bank. If you do not see your bank listed, contact Supplier Help at (479) 273-8888. Enter banking information:  • Account Holder Name • Bank Account Number Domestic suppliers are required to have a bank that accepts USD. Direct Import suppliers that are Open Account are required to select Trade Bank. DI suppliers that are Letter of Credit (LOC) are required to enter an Advising Bank.		

<b>Diversity</b> Classify the majority ownership of your company				
First, tell us a little about the diversity of your company Is 51% or more owned and operated majority category?	<ul> <li>Yes</li> <li>No</li> <li>If Yes, select the category of majority ownership</li> <li>Women</li> <li>African Americans</li> <li>Asian Americans</li> <li>Disabled Veterans</li> <li>Hispanic Americans</li> <li>LGBTQ</li> <li>Native Alaskans</li> <li>Native Americans</li> <li>People with disabilities</li> <li>Veterans</li> <li>Caucasian</li> </ul>			
Diversity certifications	If identified as a diverse supplier, add a minimum of one certification and submit.  Certifying agency Certificate number Expiration date Certification			

#### Quote Prepare and submit Quotes (Direct Import suppliers only) Direct Import suppliers (only) are required to prepare the quote sheets for the Virtual Trips. Types of quote sheet include: 1. Click on the Quote tile which will open the Quote Management application in Retail Link - Applicable to General Merchandise items for WMUS, WMCA, ASDA - Retail Link user id is required Create a quote in our Quote 2. Excel quote sheets for other retail markets or categories. In general, quote **Management System** sheets include: o Product Information o Price / Sample Tag Duty Information & Freight Costing Pack **Shipment Schedule**

<b>Facility</b> Set up Factory ID and provide audits		
Setup a Factory ID in our Factory Audit System	Provide needed information:  • Factory Name  • Factory address  • Retail Market/ Buyer  • Business License of Factory  • Walmart business information (private brand/ factory type/ operation type) Reference Walmart's Global Ethics & Compliance Disclosure Policy and Guidelines on <a href="https://corporate.walmart.com/suppliers/requirements/audits-and-certifications">https://corporate.walmart.com/suppliers/requirements/audits-and-certifications</a>	

<b>Logistics</b> Provide delivery details, set up lead time, and add your facilities			
Delivery and DSV Information	<ul> <li>Please answer a few questions about delivering to Walmart facilities. To be considered eligible as a DSV supplier, all the following questions must be answered Y</li> <li>Will you be delivering your product directly to the stores?</li> <li>If Y from previous question, are you using advance ship notice ASN?</li> <li>Do you have a US based presence and account management that can provide same-day support?</li> <li>Are you able to update inventory with at least one inventory feed per day?</li> <li>Can you acknowledge receipt of orders within four business hours?</li> <li>Do you have on-site warehouse management who can resolve operations and order issues during weekday business hours?</li> <li>Can you ship same day? DSV Program requires supplier to fulfill each weekday and requires 12pm or later order cutoff time.</li> <li>Can you ship with the carrier and ship methods assigned by Walmart?</li> <li>Can you comply to ship in plain, unbranded packages?</li> </ul>		
ASN/DEX Selection	Tell us how you'll be handling delivery of your products. Please answer a few questions about the types of products you will be selling and how you plan to transport them.  • Will you be delivering your products directly to the store? Yes/No  • If yes, are you using Advanced Ship Notice (ASN)?		
Delivery Lead Time	Provide information about lead time for shipping your product.  • Selling prescription pharmacy products Yes/No  • Selling food/beverage products Yes/No  • Selling non-food/beverage products Yes/No  Select a Contact		
Transportation Ship Point	For Collect Suppliers Only (will show after agreement) Collect shippers must create or request ship points before they can route orders. Please answer a few questions about the types of products you will be selling and how you plan to transport them.  • Are you a collect shipper? Yes/No You will need to set up ship points in the Transportation Supply Chain Portal (TSCP) application after onboarding.		
Facility Information	Provide address, contacts, hours, and other information for all facilities.  • Add Facility  • Address, City, State/Province, Zip/Postal Code  • Add Contacts  • Add information for receiving orders and shipping orders – start and end times  • Add number of days to process  • Provide the dates the facility will be closed  • Provide unit type and capacity by day  • Do you have your own delivery vehicles to ship your goods? Y/N  • What types of products are shipped from this facility? (optional)		

#### **Acknowledgments**

#### Review and accept important documents

To complete this onboarding step, review and acknowledge the documents listed.

- Standards for Supplier
- Responsible Sourcing Audit Policy
- Responsible Sourcing Disclosure Policy
- Code of Conduct
- Supplier Antitrust
- Product Safety
- OSHA
- Prop 65 Toolkit

#### **Agreements**

#### Review and Accept the Master Supplier and Business Terms Agreements

Master Supplier Agreement and Business Term Agreement

**Review and Acknowledge** 

responsibility sourcing

documents.

Walmart's compliance, safety, and

Supplier Agreements are composed of the Master Supplier Agreement (MSA) and the Business Terms Agreement (BTA). The MSA becomes available after the Company Information, Tax Information and Product Submission tiles are completed and must be accepted prior to action on the BTA. You must complete the remaining tiles on the dashboard before a merchant is able to send the BTA for your review and acceptance. Acceptance of the MSA and BTA is not a guarantee of business.

#### **Walmart.com DSV and Owned Contacts**

#### Add required contacts for DSV and Owned

In the Agreements tile within the Walmart.com DSV and Walmart.com Owned sections, you will be required to add some additional contacts. Click ... to Add required contacts.

#### **DSV**

- DSV After Hours Support
- DSV Escalation
- DSV IT
- DSV Primary
- Finance Auto Chargeback
- DSV Claims

#### <u>Owned</u>

- Owned Primary
- Owned Escalation
- Owned IT

After contacts have been added within the Agreements tile, those contacts and other contacts can be maintained in the Contacts tile.

### Add additional contacts required for Walmart.com DSV and Owned Agreements

#### **Assign Facility to Agreement**

Map your facilities to your agreement

#### Select Facility to map to Agreement

Once your 9-digit Agreement number has been assigned and DSV and Owned Contacts are added (if applicable), you will then need to map your agreement to one or more of your facilities.

- In the Assign a Facility to Your Agreement section, you will see the Agreement number. Click Select Address.
- Select the Facility Address and click Save.
- Once the agreement has a facility mapped, a banner that says Agreement to facility mapping is successful appears.
- Use the Edit function to make any changes.

# Item Complete item setup Once the below steps are complete, you will be able to start item creation: • 6-digit supplier number and 9-digit agreement number have been assigned • Facilities mapped to Agreement • DSV/Owned Contacts added (if applicable) Create item(s) Click on Setup an Item and you will be taken into the appropriate item platform based on the agreement type. There are help documents available within the item application for your reference. If you experience issues or need help with requests you submitted in Item 360, please contact our Partner Support teams through Supplier Help or Open a case.

#### Congratulations!

Once you have completed the Supplier Onboarding steps and are in onboarding status of agreement ready, merchants who are interested in your product are able to send an invitation for an agreement. Suppliers that have agreement ready status do not have a guarantee of business.

Once you have a 6-digit supplier number and at least one item set up, you will be graduated from onboarding and will have full access to Retail Link and Academy, which is your source for learning content related to doing business with Walmart and Sam's Club! Academy contains learning articles, videos, documents, and courses on various topics, such as: ordering, transportation, getting paid, packaging standards, and important compliance programs such as Advanced Ship Notice (ASN), On Time in Full (OTIF) and Supplier Quality Excellence Program (SQEP).

You can search courses in a variety of ways:

•	Getting	Started
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- Item Setup & Management
- Ordering & Replenishment
- Direct Ship (DSV) Suppliers
- Sam's Club
- Sam's Club Item Master Data Management
- Marketing

- Fundamentals
- Setting Up Your Business
- Merchandising
- eCommerce
- Systems & Reporting
- Replenishment & Supply Chain
- Working with Walmart