Welcome to the Samsclub.com DSV Onboarding Webinar

Topics Covered



- Overview of Samsclub.com DSV Operations
 Team
- ▶ Onboarding Flow
- ► Inventory, Fulfillment & Invoicing Options
- ➤ Sam's Supplier Hub
- ➤ Supplier Expectations
- ► Penalty Program
- ► DSV Contacts

Samsclub.com DSV Operations Team

Who We Support

- Suppliers
- Sam's Merchant Teams
- Member Contact Center

What We Support

- Onboarding
- Fulfillment
- Performance
- Event Preparedness

Our Purpose

To create experiences for Members, Merchants and Suppliers that are easily repeatable and profitable by establishing standard documented processes, leveraging product solutions and improve upon agreed performance metrics.

WHAT WE SUPPORT...

- 1st Level EDI Document Support
- Training & Next Steps

Onboarding

Fulfillment

- Late Shipment Escalations
- Leadtime Management
- PO Creation / Transmission Issues
- Shipping Calendar Updates

- Late Shipments
- Cancelled Orders
- Net Promoter Score (NPS)

Performance

Event Preparedness

- Leadtime Updates
- Confirm Carrier Alignment
- OTS Monitoring

Onboarding Flow

Supplier

Sam's Merchant Team

DSV Operations

Agreement Completion

Onboarding Request Form

Item Creation (partner with Item Specialist)

Item Setup

Complete DSV Checklist

Load Inventory

Determine
Communication &
Integrate
(EDI, API, Supplier Hub)

Watch Onboarding Video

Set up Supplier Number and Ship Nodes in Sam's System

Ship Merchandise and Provide Tracking information

Invoice for Shipped Merchandise Review Penalties?

Inventory, Fulfillment, & Invoicing Options

Manual Option

Supplier Hub

Inventory

- Supplier Hub
 - Individual Item Number
 - Bulk Excel file

Fulfillment

- Supplier Hub
 - Individual PO
 - · Bulk Excel file

Retail Link

WebEDI

• Invoice Created

Automated Options

EDI

Inventory

- 846 Inventory Update(Sams.com DSV)
- 824 Application Advice

Fulfillment

- 850 Purchase Order (Sams.com DSV)
- 855 PO Ack
- 856 Advance Ship Notice (Sams.com DSV)

Invoicing

- 810 Invoice
- 864 Message

Inventory

Assortment Update

API

Individual Item Number

Fulfillment

Order Processing

Invoicing

Invoicing Coming Soon

Supplier Expectations

ONBOARDING

Checklist

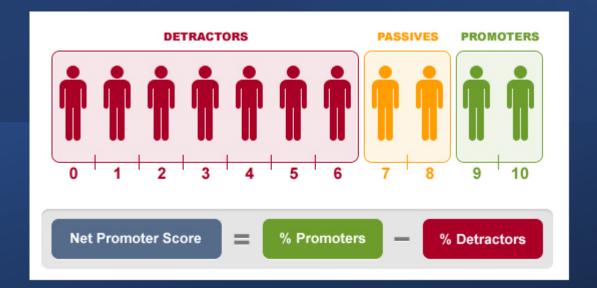
- Complete as quickly as possible
- Communicate any roadblocks
- Update DSV Support on a weekly basis until complete

Supplier Hub Access

- There should be a minimum of two users with access and working knowledge
- Retail Link Admin must add the following to each user before they will be able to access:
 - o Access groups 195,195001, 160 & 16002
 - o US/Sam's supplier number assigned
- If your retail Link Admin is having difficulty getting the access granted, they should call the Retail link Help Desk at 479-273-8888 for assistance. (access will take 24 hours to take affect
- Walmart, Inc does not provide access to 3PL to Walmart systems (i.e. Supplier Hub, Retail Link, etc.)

NPS

The NPS Score is based off the Post Purchase Member Survey Scores of 9-10 are Promoters Scores of 7-8 are Passives Scores of 1-6 are Detractors



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Performance Monitoring



Inventory

Management

- Only units on hand and available to ship should be loaded into Supplier Hub
- Users are knowledgeable in:

 Single item updates in Sam's Supplier Hub
 Bulk updates in Sam's Supplier Hub

Site Update

- 846 EDI file takes three hours to update site once sent
- All units must be transmitted until order has been marked as shipped; Sam's system will deduct demand
- If items are OOS, first contact DSV Support to confirm inventory is recognized by our systems

Inventory Module



Active Items Enter item ids separated by commas (max 25) 123 results Item Name UPC Item ID Vendor Stock ID Available to Sell On Order Available Inventory **② ③ OVAL FLEXTUBE 2 PACK** 40615975149 597514 356630.3 0 150GL DECK BOX 73116102874 513057 73116102661 90612 17361101 4X6 PENT SHED 0 513036 17197013 WOODLAND SHED 73116103663 0 Infinity 8' x 6' Resin Storage Shed 73116103128 165640 17190649 0 0 FLEXI-TUB 2 PACK 43 LITER 40610658969 65896 0 0 0 **CORFU SEATING SET** 73116103472 513010 17193504 0 0 Bellevue Resin Storage Shed 165665 17190650 73116102864 0 **RAINBOW PLANTERS 5PK** 73116103732 709395 17197839 0 0

Inventory Update File







- Download file can be retrieved from Inventory module
- It is recommended that a new file is downloaded each time inventory is updated

- Updates should only be made to the Absolute Adjustment column.
- No other fields / rows should be updated or deleted; this will cause the file to fail
- The Absolute Adjustment number must include what is currently On Order.
- Supplier Hub will adjust this demand to create the quantity in the Available to Sell column
- Once file has been updated, save in same format (different name can be used), then upload.

ShipNode	▼ MDSFAMID	▼ UPC		Item Id	~	Vendor Stock ID	~	Name	~	On Order	▼ A	vailable To Sell	▼ C	Qty 💌	AbsoluteAdjustment	~
123456_1	55830	574	1234567890	L	123456789	Vendor Stock ID		Item Desc		1	L5		85	100		150
123456_1	43411	841	1234567890	L	123456789	Vendor Stock ID		Item Desc		2	20		80	100		200
123456_1	54945	901	1234567890	L	123456789	Vendor Stock ID		Item Desc		2	20		80	100		
123456_1	52946	532	1234567890	L	123456789	Vendor Stock ID		Item Desc			0		100	100		
123456_1	53710	892	1234567890	L	123456789	Vendor Stock ID		Item Desc			0		100	100		175
123456_1	54152	625	1234567890	L	123456789	Vendor Stock ID		Item Desc			1		99	100		

Fulfillment

Supplier Hub

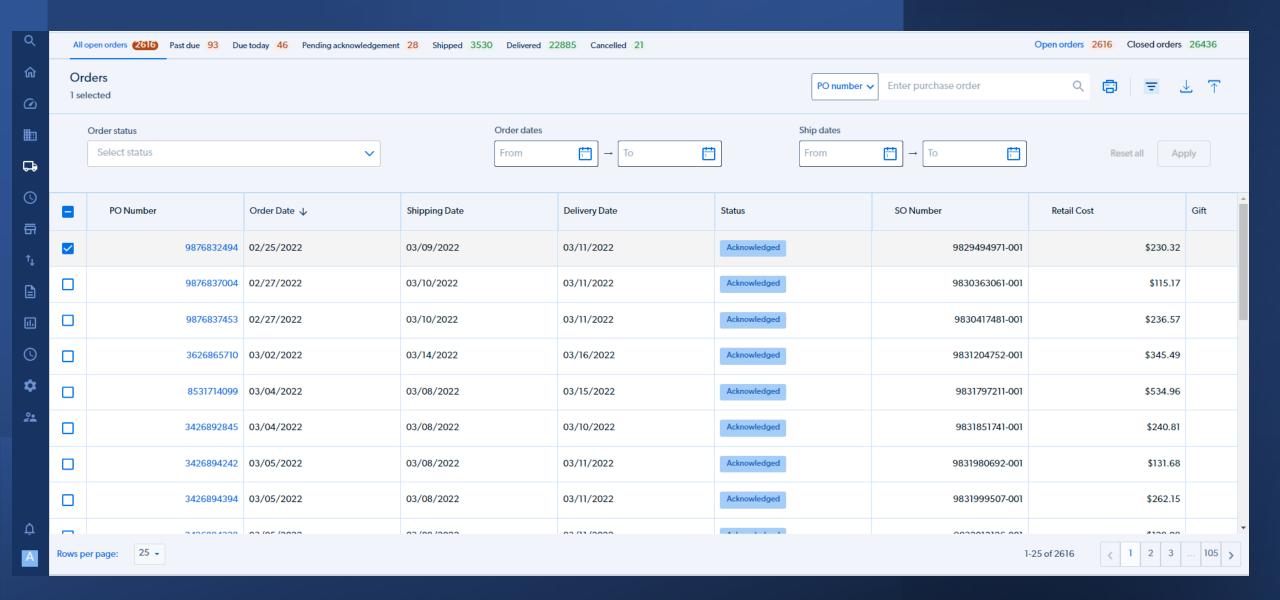
- Users are knowledgeable in:
- Single Order updates
- Bulk updates
- Exception management
- When orders are cancelled, inventory must be <u>immediately removed</u> in Supplier Hub

Packaging, Labeling & Shipping

- Orders must be packaged for efficient handling, quality & transportation to prevent returns
- Do not Ship Orders that do not have a PO number assigned
- Samclub.com Return Location should be used on all collect shipments
- Orders with gift messages should have members message printed on separate card (flowers, jewelry, gift baskets, etc.)
- Packing Slips are only required for orders with flowers, jewelry, or gift baskets.

Communication

- Always include Supplier Number when communicating with DSV Support
- Respond to DSV Support, Member Service Center or Transportation team as quickly as possible





Order Update File







- Download file can be retrieved from the Fulfillment module
- It is Required that a new file is downloaded each time orders need to be updated

- Updates should be made in Update Status, Update Qty, Carrier & Tracking Number columns
- Listed fields should only be updated for orders requiring action
- If cancelling or acknowledging only Update status & Update Qty should be adjusted
- No other fields / rows should be updated or deleted; this will cause the file to fail
- Nested list in Update Status & Carrier fields must be used

- Once file has been updated, save in same format (different name can be used), then upload.

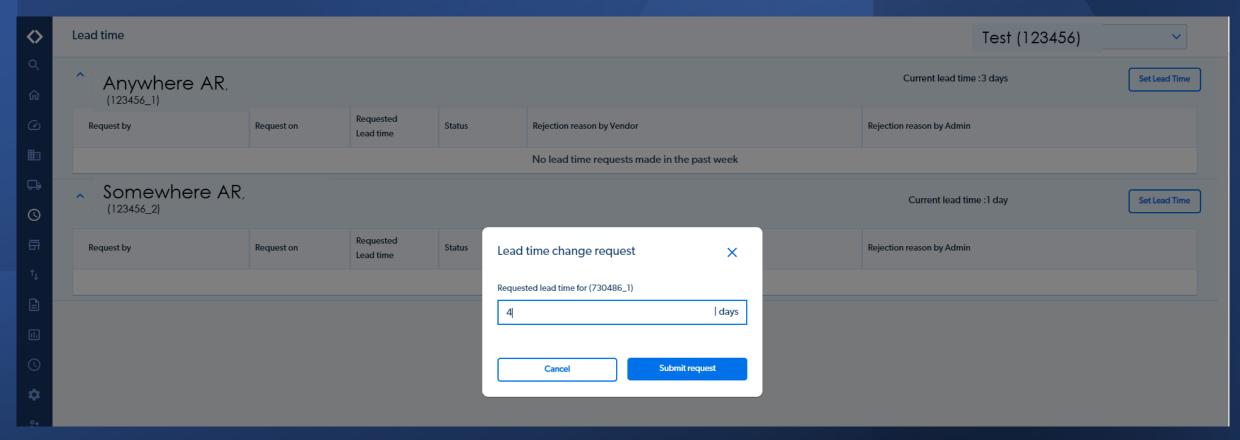
PO	-	Order	▼ Ecommerce NO	•	Qty ▼	Requested Carrier M	lethod 💌	Update S	tatus 🔻	Upda	ite Qty	r Ca	rrier	•	Tracking Numb)e
	887528508	97843569	901 157:	170696	1	l FedEx Ground										
	887528509	97843578	879 157:	170734	1	FedEx Ground										
	8875285019	97843543	374 157:	169643	1	FedEx Ground										
	8875284969	9784346	755 1573	168774	1	l FedEx Ground										
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	Α	В	С	Y		Z	Δ	Α	AB		1	(C			AD	II.
PO	₩	Order 🔻	Ecommerce NO	Qty	▼ Reque	ested Carrier Method	▼ Update Sta	atus 🔻	Update Qty	~	Carrie		▼ T	racking Numb	er	1
	8875285086	9784356901	15717069	5	1 FedEx	Ground							w			П
	8875285092	9784357879	15717073	4	1 FedEx	Ground					UPS Ground Re					
	8875285019	9784354374	15716964	3	1 FedEx	Ground					UPS Ground Bu UPS 2nd Day A		UK .			1
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MXD Threshold Residential(106 MXD Threshold Business(10642

FedEx Transportation Escalations

Escalation Questions	DSV Response
DSV Name and Address (include 3PL name)	
Date of issue	
Samsclub.com/FedEx Account number used for 3rd Party Billing	
DSV Shipper of Record account number with FedEx (your own FedEx account number)	
Number of Samsclub.com packages in question with average dimensions and weight	
Did Vendor receive this forecasted volume from Samsclub.com DSV team? Y/N	
If Yes, did DSV have meetings with FedEx Express/Ground/Sales to review their entire (all-up) forecast and receive agreement (please provide specifics of agreement)	
If No, did DSV have meetings with FedEx Express/Ground/Sales to discuss peak and their entire (all-up) estimated volume (please provide specifics of agreement)	
Statement of FedEx issue related only to Samsclub.com volume. Are you tendering more volume per day than what was agreed to locally? ***Please note that all requests for additional volume must be submitted, worked, and approved through your local FedEx channels. Approvals/denials will be sent to you based on market capacity.****	
FedEx Express or Ground	
Who is your FedEx Sales Executive and what efforts have you made to resolve?	
Who is your contact with FedEx Ground/Express and what efforts have you made to resolve?	
Is this issue related to FedEx Express labels and tendering with the wrong date? If so, please seek FedEx Express volume approval FIRST before labeling any packages. All wrong- dated labels must be corrected before tendering to FedEx Express. FedEx Express reserves the right to return wrong-dated labels.	

Lead Time Management



Shipping Calendar Updates

Ship nodes are automatically closed for:

New Year's Day

Memorial Day

Independence Day

Labor Day

Thanksgiving Day

Black Friday

Christmas Day

If you have additional holidays that you need to have ship nodes closed, please email DSV support with your supplier number and the list of days you need closed.

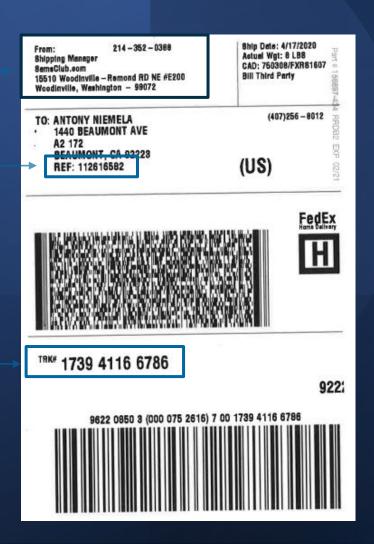
Shipping Label Requirements for Collect

Return Address:

Samsclub.com Return Center 7826 Allison Ave Indianapolis, IN 46268

REF = Purchase Order

Tracking Number that should be provided back to Sam's either via EDI, API or Supplier Hub



3rd Party Billing Details For Collect

FedEx



817620485



888-746-7726



Bill To Address: Samsclub.com c/o US Bank PO Box 3001 Naperville, IL 60566

LTL



For LTL you would use either Pilot or EFW.

For Pilot you will need to contact samsclubops@pilotdelivers.com. You will need to provide the following:

Shipper Name

Shipping address(es)

Email address, contact name, phone number

On whose behalf will you be shipping (who are we invoicing)

Pilot will provide instructions on billing and shipping.

For EFW please email samsclub@efwnow.com

Performance Program

Purpose

Order performance program was designed to enhance the Member experience by providing accountability for our suppliers

Expectation

99% On Time & In Full

- If either metric (OTS or Fill Rate) falls below 99%, all offending order will be assessed a penalty.
- Penalty Details are posted in Supplier Hub on the first of Every Month
- Suppliers will have 30 days from the time penalty details are posted in Supplier Hub to dispute charges before they are applied.
- After the 30-day dispute period is up, The penalty is final, and the supplier accepts the penalty.
- Funds are collected off open invoices

Performance Program Schedule

Late Orders

- 1 day late = \$10 or 3% of item cost, whichever is greater
- More than 1 day late = \$15 or 5% of item cost, whichever is greater
- Exceptions:
- Carrier equipment constraints
- Carrier not picking up
- POs transmitted Late
- NOTE: For orders to be considered Ontime, tracking information must be received by the given Must Ship By Date

Cancelled Orders

- \$25 or 10% of item cost, whichever is greater
- Exceptions:
- Member request due to buyer's remorse
- Fraudulent Orders
- Duplicate Orders
- Errors due to Sam's systems issues
- Invalid address where member did not respond to our correspondence
- NOTE: Penalties will not be waived for cancellations due to Member request for Late Shipping or Items Out of Stock

Disputing Penalties



10/01/2022

③ Penalty for Sep-FY'23

Cancelled orders: \$142656.61 (4495 Items) Late shipped orders: \$3488.96 (249 Items) Total: \$146145.58 (4744 Items)

③ Penalty for Aug-FY'23

Cancelled orders: \$66925.29 (1879 Items) Late shipped orders: \$12617.96 (678 Items) Total: \$79543.26 (2557 Items)

Total: \$726377.80 (24298 Items)

∠ Penalty for Feb-FY'23 to Oct-FY'23

Cancelled orders: \$653189.85 (20461 Items) Late shipped orders: \$73187.95 (3837 Items)

Sep-FY'23 Aug-FY'23 Requests history

Items

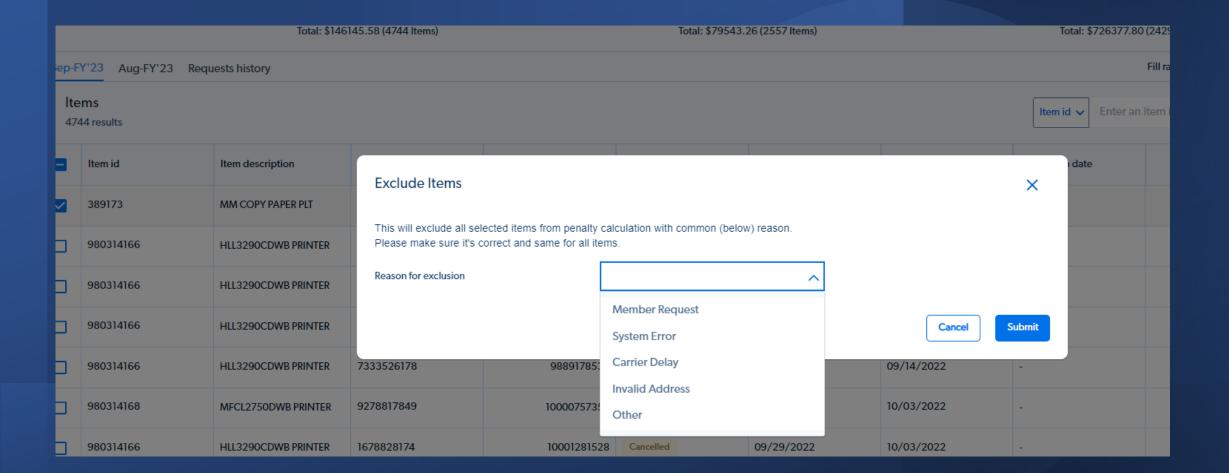
4744 results

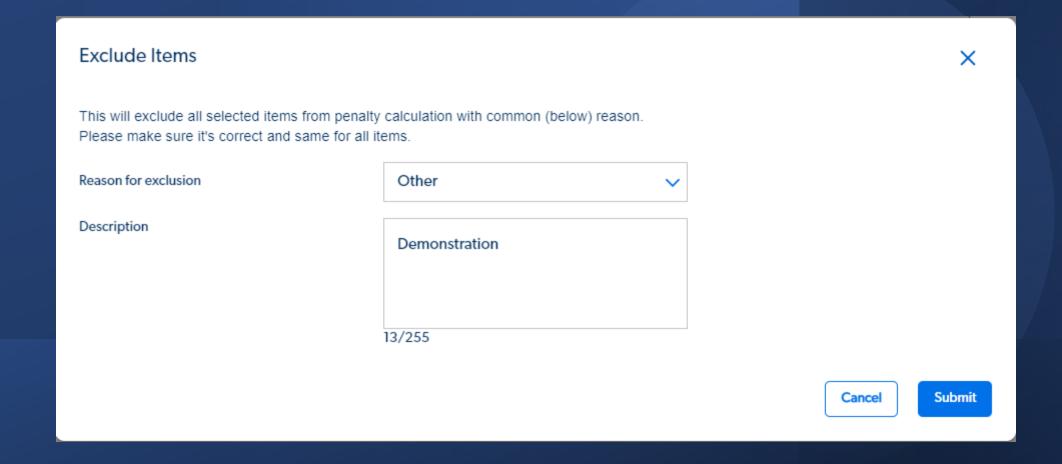
Item id 🗸

Enter an item id	Q_X S

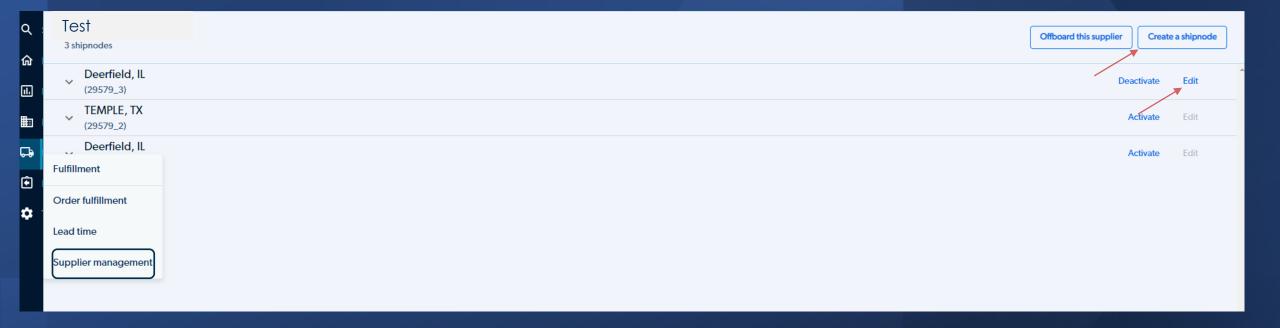
Fill rate: 96.36% (i) On-time shipping: 96.79% (i)

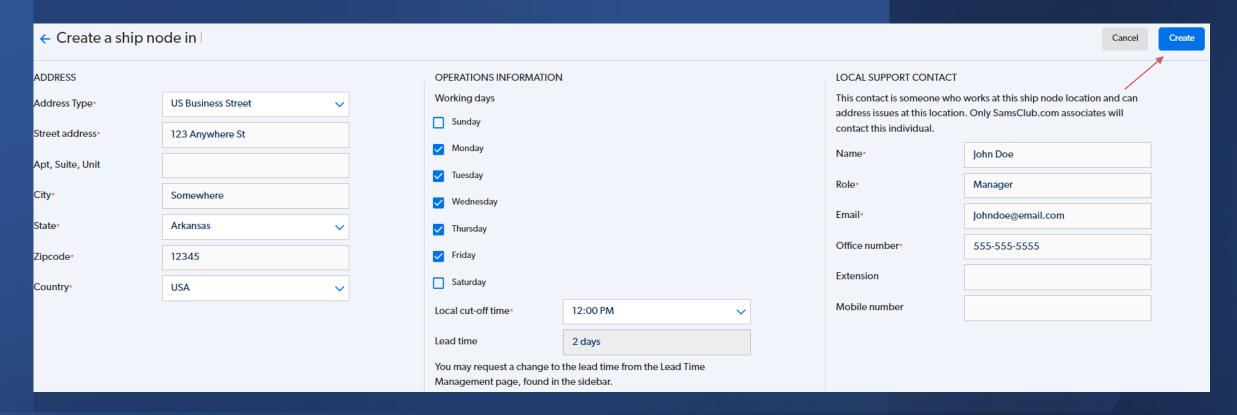
•	Item id	Item description	PO number	SO number	Penalty type	Cancellation date	MSBD	Actual ship date	Cost (Qty)	Penalty amount
$\overline{\mathbf{Z}}$	389173	MM COPY PAPER PLT	7528763551	9891499834	Cancelled	09/21/2022	09/20/2022	-	\$19328.16 (12)	\$1932.81
	980314166	HLL3290CDWB PRINTER	6378743086	9889283815	Cancelled	09/13/2022	09/14/2022	-	\$15977.25 (45)	\$1597.72
	980314166	HLL3290CDWB PRINTER	8778720923	9889225593	Cancelled	09/11/2022	09/14/2022	-	\$15977.25 (45)	\$1597.72
	980314166	HLL3290CDWB PRINTER	8778723481	9889263161	Cancelled	09/11/2022	09/14/2022	-	\$15977.25 (45)	\$1597.72
	980314166	HLL3290CDWB PRINTER	7333526178	9889178534	Cancelled	09/11/2022	09/14/2022	-	\$15977.25 (45)	\$1597.72
	980314168	MFCL2750DWB PRINTER	9278817849	10000757358	Cancelled	09/28/2022	10/03/2022	-	\$6413.08 (23)	\$641.30





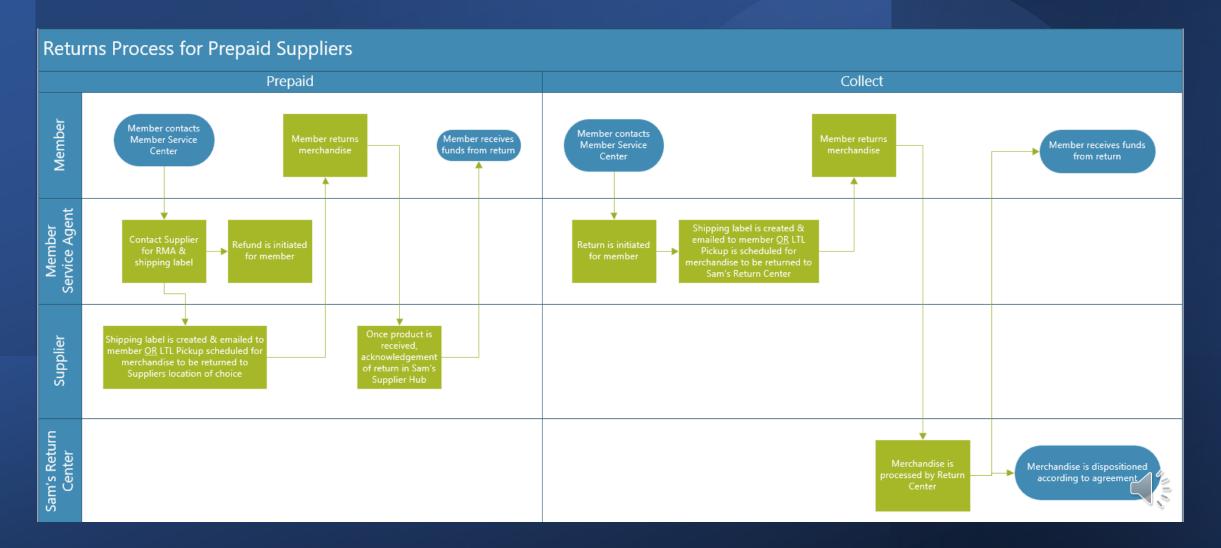
Managing Ship Nodes





- You must fill out the Name, Role, Email, and Office Number Fields.
- Do not use a country code in the Phone Number
- Extensions can only be 4 digits

Returns Process



Common SCAC Codes

How carrier is transmitted in the EDI 850	How the method is transmitted in the EDI 850	SCAC to return in the EDI 856	Service Code to return in the EDI 856	What the Service Code represents	
FEDEX DSV WKDY	SE	FDEG, FEDX	SE	2nd Day	
FEDEX DSV WKDY	CG	FDEG, FEDX	CG	Standard Business	
FEDEX DSV WKDY	SG	FDEG, FEDX	SG	Standard Residential	
FEDEX DSV WKDY	ON	FDEG, FEDX	ON	Next Day	
FEDEX DSV SAT	SG	FDEG, FEDX	SG	Standard Residential	
FEDEX DSV SUN	SG	FDEG, FEDX	SG	Standard Residential	
AIT WORLDWIDE LOGISTICS	R5	AITWL	R5	Threshold Business	
AIT WORLDWIDE LOGISTICS	DS	AITWL	DS	Threshold Residential	
EFW DSV	R5	EFWD	R5	Threshold Business	
EFW DSV	DS	EFWD	DS	Threshold Residential	
Pilot	R5	PAAF	R5	Threshold Business	
Pilot	DS	PAAF	DS	Threshold Residential	

Important Notes:

- The Carrier's name is sent in the 850, the 856 must contain the SCAC code(s) listed above, or the file will fail.
- Because all FedEx SCAC codes point to the same FedEx tracking URL, we recommend choosing only one for all FedEx shipments.
- Packages must be shipped with the same carrier and service level that is on the EDI 850 PO.
- If you must change the carrier from small parcel to LTL (Dims are incorrect or multiples of a single unit), then you must change the service level as well to DS or R5, ones associated with an LTL carrier. If not, the ASN will fail.
- If an order is greater than 50 units AND greater than 38 cu ft. The order will change from Small Parcel to LTL

Samsclub.com DSV Contacts

DSV Support Division Contacts

- TEO & CHAW: ARVIND AYYAGARI Arvind. Ayyagari@samsclub.com
- HATS: Ashlee Appleton <u>Ashlee.Appleton@samsclub.com</u>
 Richard Branam Richard.Branam@samsclub.com
- F&B: Aaron Peterson Aaron.Peterson@walmart.com

- Samsclub.com DSV Support <u>DSVSUP1@samsclub.com</u>
 - Onboarding questions or support
 - Shipping Calander Updates
 - ► First Level EDI support
- DSV Office Hours Wednesdays 1:30 PM Central
 - DSV Office Hours Link
- ► IDM Office Hours Mon Fri, 1-3PM CST
 - IDM Office Hours Link
 - ▶ No Passcode
- Retail Link Help Desk (479-273-8888)
- ► EDI Help Desk (479-273-8888)
 - ► EDI Help Desk Ticket Link
- ► Global Business Services (888-499-6377) or GBS Ticket Link
- Sam's Supplier Hub (Sam's Supplier Hub Link)
- Sales Tax Operations (<u>taxflags@walmart.com</u>)
 - Resales Tax Certificate assistance

Questions?