Buyr.com - SPS Commerce Partnership

Why this initiative is important to you as a Buyr.com partner...

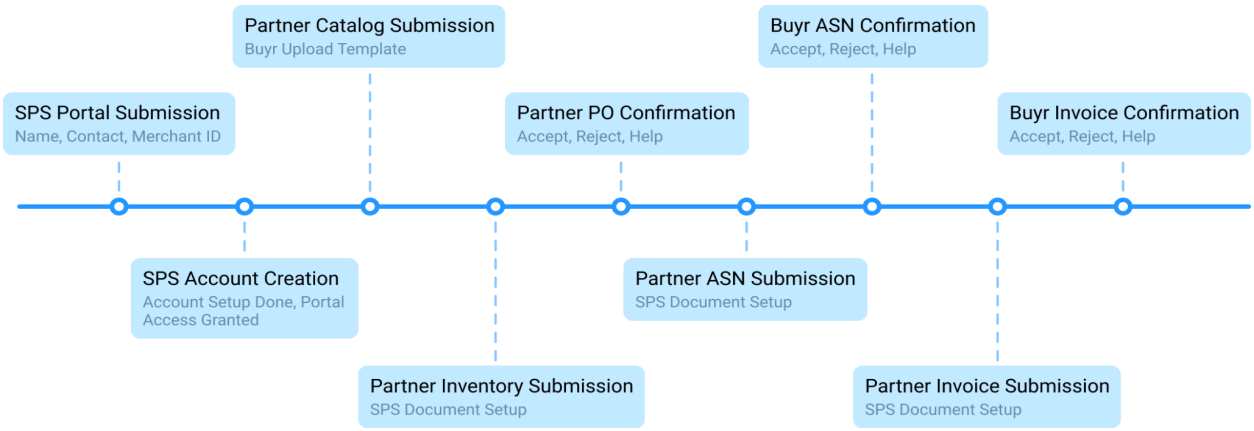
Buyr.com has made significant investments to improve their supply chain interaction and create a world-class distribution model. To accomplish this, we are engaging with our partners more closely than ever before through the use of Electronic Data Interchange, or EDI for short. Our goal is to enable all partners with the SPS Assortment and Fulfillment EDI solutions. These solutions will benefit our relationship by:

• **Providing visibility to inventory & shipment information** which will allow Buyr.com to avoid stock-outs, efficiently receive product, and distribute on to your partners faster than ever before.

• **Effectively communicating your product offering** through complete catalog information and visibility. This will allow Buyr.com to sell more of your products and for you to generate more revenue. Share *all* of your inventory information including names, descriptions, images, specifications, etc., and we will ensure we sync and leverage the best pieces.

• **Streamlining the order cycle** process by reducing manual steps and errors, allowing for you and Buyr.com to focus resources on more value-adding work.

• **Communicating and collecting order fulfillment visibility**, including orders (updates, dates, quantity, and item) prior to product shipping making the process more effective. This will reduce follow-up calls by Buyr.com personnel checking on the order status.



Why SPS Commerce?

Buyr.com has partnered with SPS Commerce to help us establish a direct connection to partners like you, and maintain supply chain accuracy by leveraging EDI documentation.

SPS is the largest provider of supply chain services and applications that exist in the EDI ecosystem. SPS has offices in the US, Canada, China, Europe, and Australia, and have over 65,000 customers including Buyr.com, retailers, grocers, brokers, 3PLs, manufacturers and other firms that play a role in fulfilling goods to the over 2,000 retailers and distributors whose EDI mappings and specifications are already built out and pre-certified in our data center.

SPS will work with you to ensure your EDI solution is compliant with the Buyr.com marketplace, so that we can grow together and maximize your potential in selling on Buyr.com.

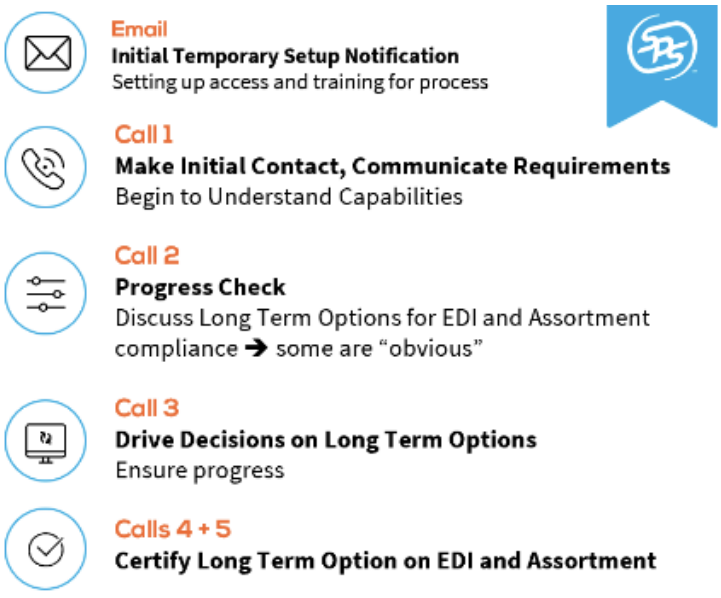
SPS Commerce New Partner Onboarding

The new partner onboarding program is a way for you to select a solution that best fits your business, and implement an electronic trading solution that is compliant with Buyr.com's Fulfillment requirements.

Put simply, the new partner onboarding program helps in partner commitment and compliance as we engage in an automated electronic method of information trading together.

STEP 1: Buyr.com Partner Submission

The Buyr.com's team will submit your company details to SPS. Once submitted to SPS, you will be set up with a temporary Assortment and Fulfillment solution, which is completely complimentary for 60-days. Meanwhile, a dedicated SPS Consultant will work with you to implement a long-term Assortment and EDI solution.



STEP 2: Buyr.com Communication Schedule & Partner Experience

Over this 60 day period, Buyr.com will send you emails at each step of the setup process, while SPS engages directly with you on both short-term and long-term EDI solutions.

STEP 3: Monthly Audit with SPS Commerce

Buyr.com will then work with SPS Customer Success Manager, in order to finalize a long-term EDI solution, beyond the 60 setup period.

SPS + BUYR

Partner FAQs

What is EDI?
Electronic Data Interchange (EDI) is a business-to-business, computer-to-computer exchange of transaction information such as purchase orders (POs), invoices and advance shipping notices (ASNs). EDI document structure is governed by popular standards development boards such as ANSI ASC X12, EDIFACT and RosettaNet. EDI data can be transmitted through communication protocols like Value Added Network (VAN), Internet EDI via AS1, AS2, and FTP.

What EDI is not:
- **EDI is not a programming language**
- **EDI is not a new system/technology**
- **EDI is not just for large companies**
- **EDI is easier than you think**

What are the benefits I can expect from EDI?
- Reduced manual data entry errors
- Streamlined transaction processing
- Increased productivity without increased operating costs
- Real-time exchange of data for increased efficacy
- Greater coordination of activities between you and Buyr.com due to better data sharing

I do not currently have EDI. What do I need to do?
There are a number of options and service providers available for partners who do not currently have EDI. SPS offers pre-certified EDI services that meet Buyr.com's EDI requirements without any testing or integration by your company. SPS Commerce's Web Fulfillment solution is a 100% browser-based EDI service that lets you quickly comply with Buyr.com's requirements. With an easy to use interface, Fulfillment is accessible anywhere and all operations are fully managed by SPS. The Fulfillment service is provided for a one-time set up fee of $200 and a monthly fee of $129 and $0.15 per order.

I have EDI, but cannot do a certain document. What do I need to do?
All documents are required by Buyr.com. For partners whose current EDI solution is not capable of certain documents, full compliance can be achieved by using SPS Fulfillment as a hybrid solution or any other EDI service provider that you choose that can meet Buyr.com specifications. Fulfillment can be combined with any EDI solution and used for any documents you cannot comply with. Fulfillment is a monthly subscription, so it can be used long term, or until you are capable of testing all documents.

I already have EDI but it's not with SPS. Can you clarify requirements for me?
You will still need to work with SPS to test your existing EDI solution, but once you complete certification, you can continue to utilize your current EDI service provider. SPS offers an EDI Testing Service that is a hosted testing platform simulating the production EDI environment of Buyr.com, helping your organization efficiently develop, build, and test the transaction maps,

validate content of fields, workflow, connectivity with your VAN, and helping assure proper interaction with your accounting system. The service is available for use on a 24/7 basis and is staffed with a call center of dedicated, EDI specialists trained on the unique guidelines of Buyr.com.

What is SPS Commerce's Web Solution?
SPS Commerce's Assortment is a 100% browser-based Item Management service that lets suppliers easily meet trading partners' requirements, enabling product data upload based on the attribute requirements expected by the buying organization, exchange purchase orders, invoices and more.

How much do the SPS solutions cost?

SPS Web Solution

Assortment Pricing
• Setup Cost: Included
• Subscription Cost: $49.00/month
• Additional Connection Cost: $39.00/month
If you have an existing SPS solution, you will only need to add the new retailer connection.

Fulfillment Pricing
• Setup Cost: $200.00
• Subscription Cost: $129.00/month & $0.15 per order
• Additional Connection Cost: $20.00/month
If you have an existing SPS solution, you will only need to add the new retailer connection.

SPS EDI Solution

Assortment Pricing
• Setup Cost: $99.00
• Subscription Cost: $88.00/month
• Additional Connection Cost: $39.00/month
If you have an existing SPS solution, you will only need to add the new retailer connection.

Fulfillment Pricing
• Setup Cost: $200.00
• Subscription Cost: $99.00/month
• Additional Connection Cost: $20.00/month
If you have an existing SPS solution, you will only need to add the new retailer connection.

What is SPS Commerce's Testing Solution?
SPS Commerce's Testing & Certification is a 100% browser-based pre-production EDI service that lets suppliers certify and validate connectivity and content of their alternative 3rd Party EDI or Native EDI infrastructure against the buying organization requirements. Upon completion of

certification with SPS, the supplier and buying organization would schedule a production go live of the EDI connection.

How much does the SPS Testing & Certification cost?

Existing EDI Testing & Certification

Non-SPS EDI Customers

- Setup Cost: $500.00
- Setup Extension: $99.00

If you do not complete testing by the designated Production Ready date, setup extension will provide you with an additional 30 days of access to the testing platform.

Why can't I use my current EDI provider for the initial testing and certification?
Buyr.com has contracted with SPS Commerce to provide a standard test environment that mirrors Buyr.com EDI production environment, complete with Buyr.com's EDI approved specs. By contracting with one large, well known EDI provider, SPS Commerce, Buyr.com will be able to maintain updated EDI specs across time for onboarding partners.

Assortment & EDI Transactions & Definitions

To review the published specifications and other resources please go to the Buyr.com Microsite https://community.spscommerce.com/buyr/

- **Assortment (Product Data Catalog):** Supplier shares product attribute uploads to Buyr.com providing critical item information and timely updates to product information for items that would be available on Buyr.com Ecommerce site.
- **Inventory Advice (EDI 846):** Supplier sends to Buyr.com providing daily (minimum) visibility into product inventory availability.
- **Purchase Order (EDI 850):** Buyr.com sends to supplier as a request for product and to initiate the fulfillment cycle.
- **PO Acknowledgement (EDI 855):** Suppliers send to Buyr.com to confirm receipt of purchase order or report discrepancies of PO, such as a backorder, pricing change, product identifiers, and/or change in ship date, etc.
- **Advance Shipping Notice (EDI 856):** Supplier sends to Buyr.com with details of the shipment prior to order arrival.
- **Packing Slip:** Supplier includes in shipment.
- **Invoice (EDI 810):** Supplier sends to Buyr.com to request payment of goods.

Buyr.com Partner Setup Resource Site

Onboarding and program requirements for Buyr.com Integration:
URL: https://community.spscommerce.com/buyr/

Contact for partners with EDI setup questions
Email: assortment@buyr.com

Contact for partners with live order questions
Email: orders@buyr.com

Contact for partners with general questions
Bryan Torres: bryan@buyr.com
David Kuczysnki: david@buyr.com

SPS Commerce Resources & Contact Information

Contact for partners in the consultation phase with SPS
Email: community@spscommerce.com

Contact for partners in the onboarding phase with SPS
Email: implementation@spscommerce.com

Contact for partners in the testing phase with SPS
Email: editesting@spscommerce.com
Phone: provided by your assigned SPS Testing Consultant

Contact for partners in the production phase with SPS
Email: assortmentoperations@spscommerce.com

Contact for partners experiencing SPS technical issues
Email: support@spscommerce.com *(Non-urgent technical issues)*
Phone: 1 (888) 739-3232, Option 1 *(Urgent technical issues)*
Chat: Available via SPS Commerce Platform @ https://commerce.spscommerce.com

Destination for partners seeking additional training information
URL: https://trainingcenter.spscommerce.com