

Supplier Promo Expectations

2022



FOODSTUFFS
South Island



Promo Process

Calendar year submission completed annually or for new price families

Supplier proposes promo types and dates for their products

Please note that funding is not entered at this stage

FSSI check clashing & phasing before confirming back to suppliers

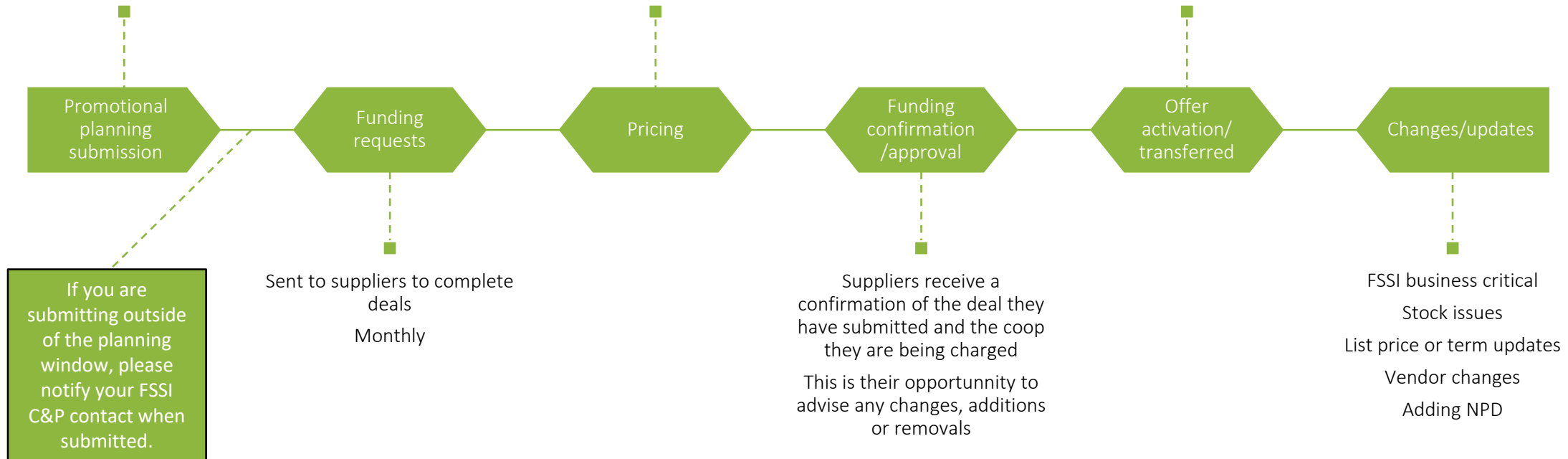
Price based on deal given from supplier, margin and banner expectations

Coop/ adv levy applied

Check marketing description & image

Offers are transferred to ECC/SAP and are visible in the portal for stores to see

No changes accepted once this process has happened unless it is business critical



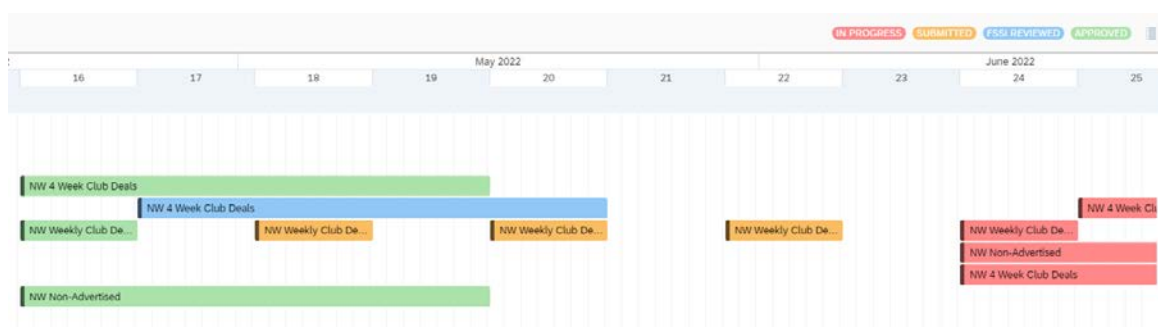
Funding Requests

Information

- Offers are created from the confirmed promo plan and visible in the Promotion Plan Calendar app
- Opportunity for suppliers to provide funding
- Created on a **monthly basis**
- **Two weeks** to input deals
- Any deals that are submitted after this deadline will not go ahead unless discussed with the relevant Category Manager

Checklist

- All expected offers
- Full product group incl. new products
- Deal details
- Source of supply



Funding requests will show as red 'In Progress' until the funding is submitted when they will change to orange 'Submitted'

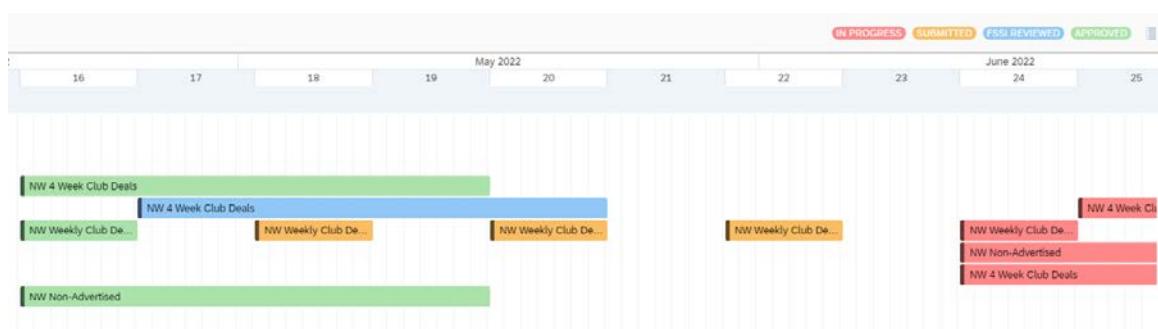
Funding Confirmations/Approvals

Information

- Offers are approved **five weeks** prior to promo start date on a Monday
- This is your chance to review the offers and come back to your Category Manager and/or Planner with any changes by **midday Friday** that same week
- Changes are to be sent via the supplied template
- Any changes not picked up by this time will not be actioned and the promotion will go ahead as confirmed

Checklist

- All expected offers
- Full product group incl. new products
- Correct coop
- Deal details
- Net prices
- Source of supply

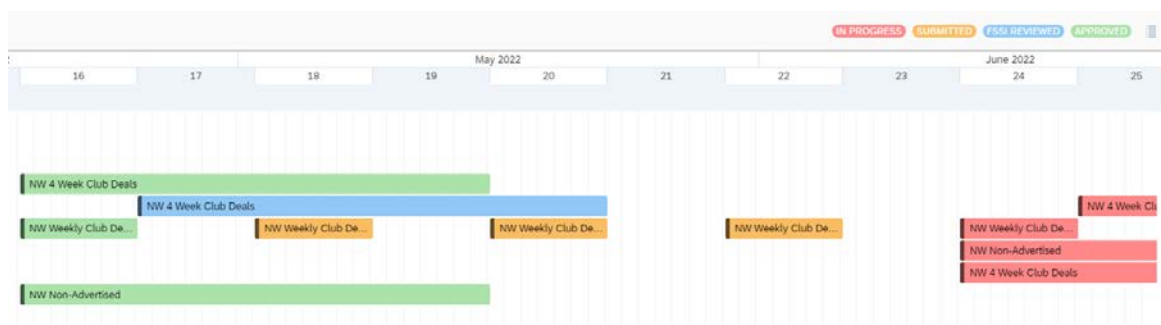


Funding confirmations will display as blue 'FSSI Reviewed' and change to green 'Approved' when the supplier has approved

Offer Activations/Transfers

Information

- Offers are activated **four weeks** prior to promo start date on a Tuesday
- No changes can be made to the offer after this stage
- Once offers are activated, these are visible to stores and in VMI
- If we have to change after activation/transfer you might see additional offers in the system. Examples include, but are not limited to:
 - PNS SD clash
 - List price changes
 - Shelf price changes
 - Marketing description updates
 - Adding NPD
 - Store HEAT call



All offers sitting in 'FSSI Reviewed' and 'Approved' will be activated/transferred