

PTC® Live Global

CUST221 - Everything and the kitchen sink: Managing the Whole Offering with One Solution

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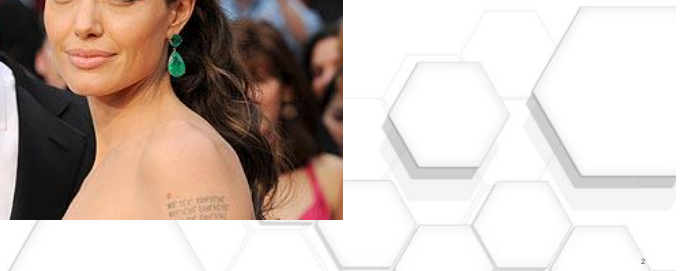
June 2015



A late addition to our bios:

PTC® Live
Global

We didn't get our photos in on time so we've added here

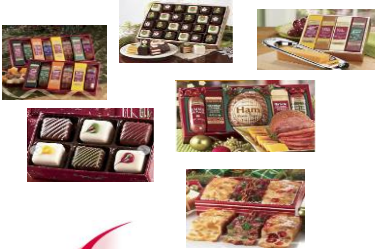


Who Are We?

PTC[®] Live
Global

The Swiss Colony

Founded in 1926



Fast forward 89 years...



The Swiss Colony

Ginny's

ASHRO

MONROE
AND MAINSM

RaceTeamGear.com

HomeVisions.com

THE WISCONSIN CHEESEMAN[®]
Quality Food Gifts—Since 1948

SEVENTH AVENUE[®]
ALWAYS FUN, ALWAYS UNIQUE, ALWAYS WITHIN YOUR REACH

Montgomery Ward[®]
Inspiring American Homes Since 1872

Through the
CountryDoor[®]

THE Tender Filet[®]

MIDNIGHT VELVET[®]

OneStepAhead[®]



What We Do

PTC[®] Live
Global



Bringing it all in

How do we make all those diverse products work in one system?

- Hierarchies
- Grouping product attributes
- Processes to unite unlike items?
- Costing-all in one system?



How do we do it?

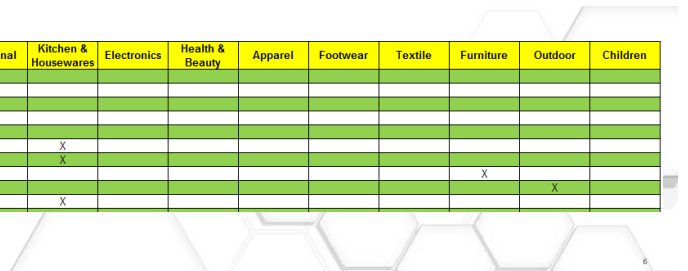
Hierarchies

Create New Product

Choose a Type

- Product
- Colony Brands
 - Apparel
 - Children
 - Electronics
 - Footwear
 - Furniture
 - Health & Beauty
 - Home Accessories
 - Kitchen & Housewares
 - Outdoor
 - Personal Accessories
 - Seasonal
 - Textile

| RD Number & Description | Home Accessories | Personal Accessories | Seasonal | Kitchen & Housewares | Electronics | Health & Beauty | Apparel | Footwear | Textile | Furniture | Outdoor | Children |
|------------------------------------|------------------|----------------------|----------|----------------------|-------------|-----------------|---------|----------|---------|-----------|---------|----------|
| 23 Live Plants | X | | | | | | | | | | | |
| 50 Holiday & Christmas Decorations | | | X | | | | | | | | | |
| 51 Gifts & Small Accents | X | | | | | | | | | | | |
| 52 Holiday Collectibles | | | X | | | | | | | | | |
| 54 Branded Collectibles | X | | | | | | | | | | | |
| 56 Serving Accessories | | | | X | | | | | | | | |
| 57 Other Housewares | | | | X | | | | | | | | |
| 58 Furniture | | | | | | | | | | X | | |
| 59 Outdoor | | | | | | | | | | | X | |
| 60 Kitchen Housewares | | | | X | | | | | | | | |



Attribute groupings

The screenshot displays a complex product configuration interface for 'Hard Goods'. It is organized into several sections:

- Hard Goods:** Contains sub-sections for 'Construction Type' (with options like Cam Screws/Locks, Corner Block, Holes Cut Out In Back For Cabinet, KD Legs, KD), 'Wood Construction', 'Glass' (with options like Faceted/Beveled Glass Edges, Mirror, Tempered Glass), and 'Load Supported Shelving'.
- Antique/Distressed:** Includes an 'Options_Add' dropdown with 'Antique' and 'Distressed' options, and a 'Chosen/Remove' toggle.
- Molding / Hand Carving Details:** A text input field for specifying details.
- Hardware:** Includes an 'Options_Add' dropdown with 'Casters (Non-Locking)' and 'Casters (Locking)', and a 'Chosen/Remove' toggle.
- Content and Material:** Features a 'Primary Material' dropdown, a 'Fabric Fiber Content' dropdown (set to 'Initial May Change'), a 'Care' dropdown (set to 'Initial May Change'), and a 'Type of Fit' dropdown.
- Personalization Attributes:** Includes a 'Personalized' checkbox, 'Font' (text input), 'Max. Characters' (text input), 'Min. Characters' (text input), 'Mixed Case' checkbox, 'Name/Initial/Open' dropdown, '*Personalization Type Code' dropdown (set to 'None'), 'Plaque Number' (text input), 'Up To' (text input), 'Blanks Allowed' checkbox, 'Color of Thread/Paint' dropdown, and 'Date Format' dropdown.

Costing

How do we handle our complex costing situations?

- **Rules, Rules and still more rules**

- If the item is drop shipped, follow include drop ship fee and allocate according to rules.
- If the product is for Brand A, with personalization type B, it has to ship from distribution center C.
- If the product is imported through Port A and is general merchandise, what is the container rate, how many can fit in the container and what is the final per item transportation cost
- Are there both duty % and individual duty fees with this product and how do they apply
- If it's the 5th Sunday in February, then
 - (btw, this does happen during 13 leap years every 400 years!)

- **Why should we not use the Cost Sheet?**

- Too rigid
- Would be very costly
- Difficulty involved with even the smallest change
- Almost 40 look-up tables
 - Container rates from FOB, Return rates, Personalization fees, which facility does what personalization, credit cost, etc.
- Over 50 separate calculations, including
 - Shipping Location, Transportation Cost, Lowest Net Cost, COGS, Gross Profit, Shipping method (truck, ship alone, ship multi, etc.)

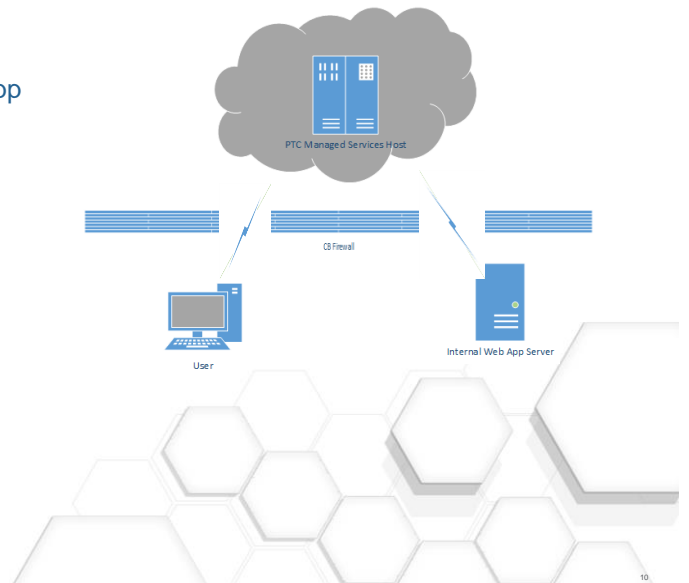
Let's Build a

Web Service



What's a web service and how will it help us?

- **Structured procedure call between Hosted App and CB internal costing application**
 - User enters costing data into FlexPLM and saves
 - Upon hitting save, all the data is sent to CB server
 - Processing all the calculations
 - Returning all the results and error messages
 - In just a few seconds
- **Benefits for Colony Brands**
 - Complete control over
 - Business rules
 - Calculations
 - Look up tables for values
- **What does it look like?**



Sourcing Attributes

These sourcing attributes figure into costing model.

| Packaging Attributes: | | | |
|-----------------------------|------------------------------------------------------------------------------|--------------------------|--------------|
| Source | | Packaging Status | New |
| In-House Packaging Comments | | Packaging Complete Date | |
| Prepack Labor Code | None | Packaged Width (inches) | 9.00 |
| Packaged Length (inches) | 9.00 | Packaged Weight (lbs) | 1.50 |
| Packaged Height (inches) | 6.00 | Calculated Packaged Size | 0.00 |
| Calculated Packaged Cube | 0.00 | | |
| Carton 1 | Ven Pkg : Vendor Supplied Remailer 0.00 x 0.00 x 0.00 - 0.00 Carton-Remailer | | |
| Packaging Material 3 | | Packaging Material 2 | |
| Packaging Material 4 | | Packaging Material 3 Qty | 1.00 |
| Shipping Label | 15007 | Packaging Material 4 Qty | 0.00 |
| Ship Type | Ship Multi | Shipping Label Cost | \$0.00417 |
| Packaging Template | | Ship Location | 811 - Monroe |
| | | QA Statement | |



Cost Sheet

| Cost Date Attributes: | | | |
|-----------------------|-------------|--------------------------------|--------------|
| Quote Requested Date | | Merch Approved Date | |
| Quote Received Date | | PCA Approved Date | |
| | | Reason For Rework | |
| Vendor Attributes: | | | |
| Cost Sheet Type | Domestic | Cost Sheet Status | Cost Entered |
| Quote Expiration | | Min Order Qty | 1 |
| FOB Cost | \$15.45 | Ad Allowance % | 0.00 |
| Invoice Cost | \$15.45 | Defect Allowance % | 0.00 |
| Lowest Net Cost | \$15.45000 | Photo Allowance % | 0.00 |
| Remailer Included? | No | Lead Time (days) | 0 |
| FOB Port | | Domestic FOB State | Washington |
| Drop Ship Fee | \$0.00 | Drop Ship Fee Type | No |
| Drop Ship State | | Transportation Prepaid | |
| Vendor Comments | | | |
| General Attributes: | | | |
| Retail Override | \$64.95 | Transportation Cost Override | \$0.00 |
| Container | FCL 40' FEU | Calculated Transportation Cost | \$0.44 |
| Cube: | 0.000 cu ft | Calculated Units/Container | 8,501.33 |
| | 0.000 cu m | Package Like | |
| Payment Terms | Net | Additional Postage | \$0.00 |
| Post Paid | No | Size/Wt Charge | |
| Variance % | 6% | | |
| Merch Comments | | | |



Cost Sheet (cont'd)

Master Case Attributes:

| | | | |
|-------------------------------|-----------------------|-------------------------------|-----------------------|
| Master Case Length: | 18.00 in 45.720 cm | Master Case Width: | 18.00 in 45.720 cm |
| Master Case Height: | 18.00 in 45.720 cm | Master Case Weight: | 15.000 lb 6.804 kg |
| Master Case Cube (ft³) | 3.3750 | Master Case Quantity | 12 |
| FCL 20' TEU - Units/Container | 0 | FCL 40' FEU - Units/Container | 0 |
| FCL 40' HC - Units/Container | 0 | FCL 45' HC - Units/Container | 0 |

NFIM Attributes:

| | | | |
|------------------------|-----|--------------------|--|
| NFIM Cost Sheet Status | New | NFIM Approved Date | |
| NFIM Comments | | | |

Global Compliance Attributes:

| | | | |
|---------------------|--------|---------------------------------|-----|
| Duty % | 0.00 | Global Compliance Status | New |
| Duty Fee (per unit) | \$0.00 | Global Compliance Approved Date | |
| Duty Cost | \$0.00 | Global Compliance Comments | |



Cost Sheet (cont'd)

Update Product Cost Sheet

→
 |

Results

Calculated Attributes:

| | | | |
|-------------------------|------------|------------------|------------|
| Lowest Net Cost | \$15.45000 | Ship Cost | \$2.24878 |
| Transportation Cost | \$0.43750 | Ship Revenue | \$11.13000 |
| Other Costs | \$0.00000 | Returns Cost | \$5.48828 |
| ELC | \$15.88750 | COGS | \$15.39451 |
| Packaging Material Cost | \$0.00417 | Gross Profit % | 76.29791 |
| COM | \$15.89167 | Net Ship Revenue | \$8.88 |
| COM % | 24.46754 | Credit Cost | \$0.00000 |
| Direct Labor | \$1.94228 | Costing Retail | \$64.95 |
| COML | \$17.83395 | | |
| Variance | \$0.95350 | | |

Costing App Error/Comments: Cannot find value "" in table Credit Code.(Credit Cost)
CreditCode passed an invalid value of ""

Cost Sheet Sequence: 72064



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