

# ***The Uniform Solution for Windows***

**Premier Data Systems 800-286-8929**



## **VENDOR PARTNERSHIP PROGRAMS - 2011**

At Premier Data Systems, we are committed to advancing the uniform retailer and their business through the use of our inventory control software, The Uniform Solution. Over the past 18 years, we have been able to help over 1000 retail locations increase their sales, control their inventory, and reorder merchandise with ease.

During the last few years, we have made a concerted effort to "connect" our customers to their vendors with our Connected Partner Program. These "connected" services have not only dramatically improved the efficiency of the retailers business, but they have improved each vendor's relationship with their customer, reduced errors and staff involved in order entry and customer service operations, and have provided intangible benefits to both the retailer and the vendor.

If your company is serious about the uniform industry, we strongly encourage you to become a Connected Partner with us. We are certain the benefits will easily outweigh the costs. Below you will find the partnership programs we are currently offering.

### ***Basic Partner Program \$500/year***

Have your complete product line included in The Uniform Solution's Vendor Catalog. Pre-loaded inventory enables your customers to quickly set up and maintain your product line. In addition to providing us with your product listing, you can provide product images in a website folder that are automatically downloaded each time your product line is updated in The Uniform Solution.

New product line submissions are posted for customers to download within 48 hours of receipt. There is a one-time set up fee of \$500 and the program may be extended each July 1st for \$500.

If you would like to have your product line information included in The Uniform Solution's Vendor Catalog, simply provide us with your product listing in the Catalog Import File Specification. We will import your information and include it in our next Vendor Catalog update.

All vendors that wish to have their product lines included in the Vendor Catalog will be required to have a UPC barcode number assigned to each item and a UPC barcoded tag printed and attached to the garment when it ships. Product lines must be kept up-to-date and lines that are out-of-date or submitted routinely delinquent will be removed.

### ***Connected Partner Program \$1,250-\$12,000/year***

The "Connected Partner Program" is the key to establishing an efficient and productive relationship between the retailer and the vendor. The Uniform Solution enables retailers to send Electronic Purchase Orders to vendors, receive shipments using an Advance Ship Notice, see actual vendor stock levels in The Uniform Solution, and view images of items the vendor has available.

Becoming a "Connected Partner" opens the door to improved customer service, reduced order entry personnel, and an improved relationship with your customer. The Connected Partner Program has four components: (1) Direct EDI, (2) Advance Ship Notices, (3) Vendor Stock Reporting, and (4) Product Images.

The Connected Partner Program has a \$1,250 commencement fee to begin. Each purchase order sent using Direct EDI will cost \$1. The maximum cost of the program in a calendar year is \$12,000 (including the commencement fee). There are no additional costs for the other components of the Connected Partner Program. The renewal fee for the program of \$1250 occurs on July 1st, but will be waived if the vendor has successfully implemented Direct EDI.

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## **Direct EDI**

Direct EDI (Electronic Data Interchange) allows users of The Uniform Solution to send an electronic purchase order directly to your FTP site - one that doesn't have to be entered by a customer service representative. This form of purchase order reduces order entry errors, increases efficiency, and saves you money by eliminating the need for an order entry person to manually enter each order you currently receive.

## **Advance Ship Notices**

An Advance Ship Notice enables your customers to receive the merchandise you ship by the carton. Similar to EDI, you'll simply place a file on your FTP site that contains the shipment information for a customer order. Customers are then able to quickly and accurately receive shipments.

## **Real-Time Vendor Stock Reporting**

From the customer's perspective, this is one of the greatest features you could provide. By setting up a fairly simple Web Service, your customers can instantly see your stock available as they create orders for customers, purchase orders, or while they review their stock in our Inventory List. The feature is truly seamless in its operation and extraordinarily beneficial to the customer.

## **Product Images**

The Uniform Solution displays images of products and color swatches in several procedures such as item selection in Sales Entry and Purchase Order Entry, and the Inventory List. Product images, color swatches, and brand logos are also displayed in the retailers WebStore.

Vendors can provide images of their products in a website folder that The Uniform Solution can automatically download. This is a great feature that prevents the customer from having to download and assign an image to each inventory item provided by the vendor.

At a minimum, a connected vendor would need to provide a single image that represents a style or product. Ideally image "swatches" would also be provided for each color or print so the customer will be able to view both an image of the style and the color or print pattern they are selecting. If it is possible to provide images of the style in the actual color or print (i.e. one image for a style and color code), The Uniform Solution will show this image to the customer when they make their selection.

The Uniform Solution's Web Server only downloads an image from the vendor's hosting site one time. The image is stored and served locally from the site where The Uniform Solution is installed - so the bandwidth of the vendor's hosting site should not be an issue.