

This decision form allows retailer to decide the negotiation terms with the supplier1 at SKU level for HealthBeauties. When the negotiation round starts, the agreed-to contract terms from previous period are displayed. Thereafter, supplier or retailer can initiate proposals by changing the terms, which are highlighted in red (items proposed by supplier) and blue (items proposed by retailer). Once the contract terms are agreed for an SKU, either supplier or retailer or both can click on agree button. If both click on the agree button, the negotiation agreement for that SKU is frozen. Once all the SKU agreements are reached, each party clicks on “Validate Contract” button on the bottom of the screen. If both click it, the contract between both the parties is frozen.

Negotiation Agreements – Supplier 1 – Retailer 1									
HealthBeauties		Volume Discounts		Performance Bonus					
		Minimum Order Quantity (units mln)	Discount Rate (%)	Target Volume (units mln)	Bonus Rate (%)	Payment Terms (days)	Other Compensation (\$mln)	Supplier Agreement	Retailer Agreement
Brand									
HOLAY1	HOLAY1_A	2	5	5	6	30	0.5	Agree	Agree
	HOLAY1_B	2.5	5	4	5	60	1.0	Agree	Agree
HEELY1	HEELY1_A	1.5	6	5	5	30	1.5	Agree	Agree
	HEELY1_B	1.75	7	7	6	90	0.5	Agree	Agree
HALUC1	HALUC1_A	2	6	6	5	45	0.2	Agree	Agree

- Negotiation Agreements**
- Marketing

Private Label Portfolio Management

Store Management

Market Research Orders