

This decision form allows retailer to decide the negotiation terms with the supplier2 at SKU level for Elecssories. 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 – Supplier2 – Retailer 1									
Elecssories		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									
ELAND2	ELAND2_A	2	5	5	6	30	0.5	Agree	Agree
	ELAND2_B	2.5	5	4	5	60	1.0	Agree	Agree
EHAYA2	EHAYA2_A	1.5	6	5	5	30	1.5	Agree	Agree
	EHAYA2_B	1.75	7	7	6	90	0.5	Agree	Agree
ELABO2	ELABO2_A	2	6	6	5	45	0.2	Agree	Agree

- Negotiation Agreements**
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