

This decision form allows supplier to manage their product portfolio. More specifically, supplier can decide to discontinue specific SKUs, add new brands/variants, add new variants under existing brands and modify the specifications of variants in supplier’s Elecssories portfolio. The product portfolio from the last period appears by default.

- I. To discontinue an existing SKU, click on the SKU name.
- II. To add a new brand/variant click on “Brand” button and enter the brand/variant name with specifications. The new brand/variant is highlighted in red.
- III. To add a new variant under an existing brand, click on the brand name in the table, and enter the variant name with specifications. The new variant is highlighted in red.
- IV. To modify a variant’s specification, enter the desired spec value. However, the Pack-Format cannot be changed. The changes are highlighted in red.

Once the changes are made, click on “Validate Portfolio” button to confirm the product portfolio decision for Elecssories. If the portfolio (either of the categories or both) is not validated by the end of deadline (illustrated by the time-bar), the portfolio from previous period will be used by default.

Product Portfolio Management - Elecssories					
		Pack-Format	Technology Level	Design Level	Quality-of-Raw-Materials
Brand					
ELAND1	ELAND1_A	ECONOMY	5	5	6
	ELAND1_B	ECONOMY	5	4	5
EHAYA1	EHAYA1_A	STANDARD	6	5	5
	EHAYA1_B	PREMIUM	7	7	6
ELABO1	ELABO1_A	STANDARD	6	6	5

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This decision form allows supplier to manage their product portfolio. More specifically, supplier can decide to discontinue specific SKUs, add new brands/variants, add new variants under existing brands and modify the specifications of variants in supplier’s Elecssories portfolio. The product portfolio from the last period appears by default.

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- II. To add a new brand/variant click on “Brand” button and enter the brand/variant name with specifications. The new brand/variant is highlighted in red.
- III. To add a new variant under an existing brand, click on the brand name in the table, and enter the variant name with specifications. The new variant is highlighted in red.
- IV. To modify a variant’s specification, enter the desired spec value. However, the Pack-Format cannot be changed. The changes are highlighted in red.

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Product Portfolio Management - Elecssories					
		Pack-Format	Technology Level	Design Level	Quality-of-Raw-Materials
Brand					
ELAND1	ELAND1_A	ECONOMY	5	5	6
	ELAND1_B	ECONOMY	5	4	5
EHAYA1	EHAYA1_A	STANDARD	6	5	5
	EHAYA1_B	PREMIUM	7	7	6
ELABO1	ELABO1_A	STANDARD	6	6	5
ETRAC1	ETRAC1_A	PREMIUM	7	6	6

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- III. To add a new variant under an existing brand, click on the brand name in the table, and enter the variant name with specifications. The new variant is highlighted in red.
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Product Portfolio Management - Elecssories					
		Pack-Format	Technology Level	Design Level	Quality-of-Raw-Materials
Brand					
ELAND1	ELAND1_A	ECONOMY	5	5	6
	ELAND1_B	ECONOMY	5	4	5
	ELAND1_C	STANDARD	6	6	6
EHAYA1	EHAYA1_A	STANDARD	6	5	5
	EHAYA1_B	PREMIUM	7	7	6
ELABO1	ELABO1_A	STANDARD	6	6	5

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  - Modify Variant Specifications
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This decision form allows supplier to manage their product portfolio. More specifically, supplier can decide to discontinue specific SKUs, add new brands/variants, add new variants under existing brands and modify the specifications of variants in supplier’s Elecssories portfolio. The product portfolio from the last period appears by default.

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- III. To add a new variant under an existing brand, click on the brand name in the table, and enter the variant name with specifications. The new variant is highlighted in red.
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Once the changes are made, click on “Validate Portfolio” button to confirm the product portfolio decision for Elecssories. If the portfolio (either of the categories or both) is not validated by the end of deadline (illustrated by the time-bar), the portfolio from previous period will be used by default.

Product Portfolio Management - Elecssories					
		Pack-Format	Technology Level	Design Level	Quality-of-Raw-Materials
Brand					
ELAND1	ELAND1_A	ECONOMY	5	5	6
	ELAND1_B	ECONOMY	5	4	5
EHAYA1	EHAYA1_A	STANDARD	6	5	5
	EHAYA1_B	PREMIUM	7	7	6
ELABO1	ELABO1_A	STANDARD	6	6	5

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This decision form allows supplier to manage their product portfolio. More specifically, supplier can decide to discontinue specific SKUs, add new brands/variants, add new variants under existing brands and modify the specifications of variants in supplier’s HealthBeauties portfolio. The product portfolio from the last period appears by default.

- I. To discontinue an existing SKU, click on the SKU name.
- II. To add a new brand/variant click on “Brand” button and enter the brand/variant name with specifications. The new brand/variant is highlighted in red.
- III. To add a new variant under an existing brand, click on the brand name in the table, and enter the variant name with specifications. The new variant is highlighted in red.
- IV. To modify a variant’s specification, enter the desired spec value. However, the Pack-Format cannot be changed. The changes are highlighted in red.

Once the changes are made, click on “Validate Portfolio” button to confirm the product portfolio decision for HealthBeauties. If the portfolio (either of the categories or both) is not validated by the end of deadline (illustrated by the time-bar), the portfolio from previous period will be used by default.

Product Portfolio Management - HealthBeauties					
		Pack-Format	Technology Level	Active Agent	Smoothener Level
Brand					
HOLAY1	HOLAY1_A	ECONOMY	5	5	6
	HOLAY1_B	ECONOMY	5	4	5
HEELY1	HEELY1_A	STANDARD	6	5	5
	HEELY1_B	PREMIUM	7	7	6
HALUC1	HALUC1_A	STANDARD	6	6	5

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This decision form allows supplier to manage their product portfolio. More specifically, supplier can decide to discontinue specific SKUs, add new brands/variants, add new variants under existing brands and modify the specifications of variants in supplier’s HealthBeauties portfolio. The product portfolio from the last period appears by default.

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Once the changes are made, click on “Validate Portfolio” button to confirm the product portfolio decision for HealthBeauties. If the portfolio (either of the categories or both) is not validated by the end of deadline (illustrated by the time-bar), the portfolio from previous period will be used by default.

Product Portfolio Management - HealthBeauties					
		Pack-Format	Technology Level	Design Level	Quality-of-Raw-Materials
Brand					
HOLAY1	HOLAY1_A	ECONOMY	5	5	6
	HOLAY1_B	ECONOMY	5	4	5
HEELY1	HEELY1_A	STANDARD	6	5	5
	HEELY1_B	PREMIUM	7	7	6
HALUC1	HALUC1_A	STANDARD	6	6	5
HUBER1	HUBER1_A	PREMIUM	7	6	6

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Once the changes are made, click on “Validate Portfolio” button to confirm the product portfolio decision for HealthBeauties. If the portfolio (either of the categories or both) is not validated by the end of deadline (illustrated by the time-bar), the portfolio from previous period will be used by default.

Product Portfolio Management - HealthBeauties					
		Pack-Format	Technology Level	Active Agent	Smoothener Level
Brand					
HOLAY1	HOLAY1_A	ECONOMY	5	5	6
	HOLAY1_B	ECONOMY	5	4	5
	HOLAY1_C	STANDARD	6	6	6
HEELY1	HEELY1_A	STANDARD	6	5	5
	HEELY1_B	PREMIUM	7	7	6
HALUC1	HALUC1_A	STANDARD	6	6	5

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This decision form allows supplier to manage their product portfolio. More specifically, supplier can decide to discontinue specific SKUs, add new brands/variants, add new variants under existing brands and modify the specifications of variants in supplier’s HealthBeauties portfolio. The product portfolio from the last period appears by default.

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- IV. To modify a variant’s specification, enter the desired spec value. However, the Pack-Format cannot be changed. The changes are highlighted in red.

Once the changes are made, click on “Validate Portfolio” button to confirm the product portfolio decision for HealthBeauties. If the portfolio (either of the categories or both) is not validated by the end of deadline (illustrated by the time-bar), the portfolio from previous period will be used by default.

Product Portfolio Management - HealthBeauties					
		Pack-Format	Technology Level	Design Level	Quality-of-Raw-Materials
Brand					
HOLAY1	HOLAY1_A	ECONOMY	5	5	6
	HOLAY1_B	ECONOMY	5	4	5
HEELY1	HEELY1_A	STANDARD	6	5	5
	HEELY1_B	PREMIUM	7	7	6
HALUC1	HALUC1_A	STANDARD	6	6	5

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This decision form allows supplier to decide the B&M List prices for the SKUs in supplier’s Elecssories portfolio. The list prices from previous period are shown by default and the supplier can change it. All the changes are highlighted in red. If the decisions are not validated within the deadline, those from the previous period are entered with the old list prices adjusted for inflation.

B&M List Prices - Elecssories						
		Pack-Format	Technology Level	Design Level	Quality-of-Raw-Materials	B&M List Prices (\$)
Brand						
ELAND1	ELAND1_A	ECONOMY	5	5	6	10.15
	ELAND1_B	ECONOMY	5	4	5	12.00
EHAYA1	EHAYA1_A	STANDARD	6	5	5	15.30
	EHAYA1_B	PREMIUM	7	7	6	20.00
ELABO1	ELABO1_A	STANDARD	6	6	5	16.00

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**B&M List Prices**

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This decision form allows supplier to decide the B&M List prices for the SKUs in supplier’s HealthBeauties portfolio. The list prices from previous period are shown by default and the supplier can change it. All the changes are highlighted in red. If the decisions are not validated within the deadline, those from the previous period are entered with the old list prices adjusted for inflation.

B&M List Prices - HealthBeauties						
		Pack-Format	Technology Level	Active Agent	Smoothener Level	B&M List Prices (\$)
Brand						
HOLAY1	HOLAY1_A	ECONOMY	5	5	6	10.15
	HOLAY1_B	ECONOMY	5	4	5	12.00
HEELY1	HEELY1_A	STANDARD	6	5	5	15.30
	HEELY1_B	PREMIUM	7	7	6	20.00
HALUC1	HALUC1_A	STANDARD	6	6	5	16.00

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This decision form allows supplier to decide the negotiation terms with the retailer1 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 – 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									
ELAND1	ELAND1_A	2	5	5	6	30	0.5	Agree	Agree
	ELAND1_B	2.5	5	4	5	60	1.0	Agree	Agree
EHAYA1	EHAYA1_A	1.5	6	5	5	30	1.5	Agree	Agree
	EHAYA1_B	1.75	7	7	6	90	0.5	Agree	Agree
ELABO1	ELABO1_A	2	6	6	5	45	0.2	Agree	Agree

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This decision form allows supplier to decide the negotiation terms with the retailer1 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 clicks it, the contract between both the parties is frozen.

Negotiation Agreements – 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

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This decision form allows supplier to decide the negotiation terms with the retailer2 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 – Retailer 2									
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									
ELAND1	ELAND1_A	2	5	5	6	30	0.5	Agree	Agree
	ELAND1_B	2.5	5	4	5	60	1.0	Agree	Agree
EHAYA1	EHAYA1_A	1.5	6	5	5	30	1.5	Agree	Agree
	EHAYA1_B	1.75	7	7	6	90	0.5	Agree	Agree
ELABO1	ELABO1_A	2	6	6	5	45	0.2	Agree	Agree

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This decision form allows supplier to decide the negotiation terms with the retailer2 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 clicks it, the contract between both the parties is frozen.

Negotiation Agreements – Retailer 2									
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

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This decision form allows supplier to decide the production volume for each SKU in the supplier's Elecssories portfolio. The production volumes from previous period are shown by default and the supplier can change it. All the changes are highlighted in red. If the decisions are not validated within the deadline, those from the previous period are submitted.

Production Volumes - Elecssories						
		Pack-Format	Technology Level	Design Level	Quality-of-Raw-Materials	Production Volumes (units mln)
Brand						
ELAND1	ELAND1_A	ECONOMY	5	5	6	2.0
	ELAND1_B	ECONOMY	5	4	5	3.0
EHAYA1	EHAYA1_A	STANDARD	6	5	5	2.5
	EHAYA1_B	PREMIUM	7	7	6	3.5
ELABO1	ELABO1_A	STANDARD	6	6	5	1.5

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This decision form allows supplier to decide the production volume for each SKU in the supplier’s HealthBeauties portfolio. The production volumes from previous period are shown by default and the supplier can change it. All the changes are highlighted in red. If the decisions are not validated within the deadline, those from the previous period are submitted.

Production Volumes - HealthBeauties						
		Pack-Format	Technology Level	Active Agent	Smoothener Level	Production Volumes (units mln)
Brand						
HOLAY1	HOLAY1_A	ECONOMY	5	5	6	2.0
	HOLAY1_B	ECONOMY	5	4	5	3.0
HEELY1	HEELY1_A	STANDARD	6	5	5	2.5
	HEELY1_B	PREMIUM	7	7	6	3.5
HALUC1	HALUC1_A	STANDARD	6	6	5	1.5

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This decision form allows supplier to decide the General Marketing spending for each SKU in the supplier's Elecssories portfolio. The values from previous period are shown by default and the supplier can change it. All the changes are highlighted in red. If the decisions are not validated within the deadline, those from the previous period are submitted.

General Marketing - Eleccssories						
		Advertising (\$mIn)			Traditional Trade Support (\$mIn)	
		Online	Offline		Rural	Urban
			Rural	Urban		
Brand						
ELAND1	ELAND1_A	0.5	0.5	0.5	0.6	0.5
	ELAND1_B	0.4	0.5	0.4	0.5	0.4
EHAYA1	EHAYA1_A	0.5	0.6	0.5	0.5	0.5
	EHAYA1_B	0.7	0.7	0.7	0.6	0.7
ELABO1	ELABO1_A	0.6	0.6	0.6	0.5	0.6

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This decision form allows supplier to decide the General Marketing spending for each SKU in the supplier’s HealthBeauties portfolio. The values from previous period are shown by default and the supplier can change it. All the changes are highlighted in red. If the decisions are not validated within the deadline, those from the previous period are submitted.

General Marketing - HealthBeauties						
		Advertising (\$mIn)			Traditional Trade Support (\$mIn)	
		Online	Offline		Rural	Urban
			Rural	Urban		
Brand						
HOLAY1	HOLAY1_A	0.5	0.5	0.5	0.6	0.5
	HOLAY1_B	0.4	0.5	0.4	0.5	0.4
HEELY1	HEELY1_A	0.5	0.6	0.5	0.5	0.5
	HEELY1_B	0.7	0.7	0.7	0.6	0.7
HALUC1	HALUC1_A	0.6	0.6	0.6	0.5	0.6

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This decision form allows supplier to decide the online store spending for each SKU in the supplier’s Elecssories portfolio. The values from previous period are shown by default and the supplier can change it. All the changes are highlighted in red. If the decisions are not validated within the deadline, those from the previous period are submitted.

Online Store Management - Elecssories						
				Promotions		
Brands		Visibility (\$mIn)	Order Volumes (units mln)	Prices (\$)	Frequency (Days)	Depth (%)
ELAND1		1.5				
	ELAND1_A		0.5	11.0	5	0.6
	ELAND1_B		0.4	10.5	4	0.5
EHAYA1		2.0				
	EHAYA1_A		0.5	9.5	5	0.5
	EHAYA1_B		0.7	11.5	7	0.6
ELABO1		1.0				
	ELABO1_A		0.6	8.5	6	0.5

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This decision form allows supplier to decide the online store spending for each SKU in the supplier’s HealthBeauties portfolio. The values from previous period are shown by default and the supplier can change it. All the changes are highlighted in red. If the decisions are not validated within the deadline, those from the previous period are submitted.

Online Store Management - HealthBeauties						
				Promotions		
Brands		Visibility (\$mIn)	Order Volumes (units mIn)	Prices (\$)	Frequency (Days)	Depth (%)
HOLAY1		1.5				
	HOLAY1_A		0.5	11.0	5	0.6
	HOLAY1_B		0.4	10.5	4	0.5
HEELY1		2.0				
	HEELY1_A		0.5	9.5	5	0.5
	HEELY1_B		0.7	11.5	7	0.6
HALUC1		1.0				
	HALUC1_A		0.6	8.5	6	0.5

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Asset Investments

Market Research Orders

This decision form allows supplier to decide the investments in assets at category level. When the cursor hover over these items, a pop-up showing the feasible range of values appears. The values from previous period are shown by default and the supplier can change it. All the changes are highlighted in red. If the decisions are not validated by the deadline, those from the previous period are submitted.

Asset Investments				
	Capacity (units mln)	Technology	Flexibility	Design
Elecssories	6	5	5	6
HealthBeauties	6	5	5	6

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Market Research Orders

This decision form allows supplier to order market reports for the next period. By hovering the cursor on each study title, an a pop-up will appear which explaining the contents of that study

Market Research Orders		
Report	Cost (\$mln)	Buy
Awareness	0.375	<input checked="" type="checkbox"/>
Brand Perceptions	0.450	<input type="checkbox"/>
Retailer Perceptions	0.450	<input type="checkbox"/>
Market Shares by Consumer Segment	0.275	<input checked="" type="checkbox"/>
Sales by Consumer Segment	0.275	<input type="checkbox"/>
Market Shares by Shopper Segment	0.275	<input type="checkbox"/>
Sales by Shopper Segment	0.275	<input type="checkbox"/>
B&M Retail Prices	0.250	<input checked="" type="checkbox"/>
Promotion Intensity	0.250	<input type="checkbox"/>
Supplier Intelligence	0.500	<input type="checkbox"/>
Retailer Intelligence	0.500	<input type="checkbox"/>
Forecasts	0.250	<input checked="" type="checkbox"/>

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