

This decision form allows retailers to manage their private label product portfolio. More specifically, retailer can decide to discontinue specific SKUs, add new brands/variants, add new variants under existing brands and modify the specifications of variants in retailer’s private label 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. 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.

| Private Label Portfolio Management | | | | | |
|------------------------------------|----------|-------------|------------------|--------------|--------------------------|
| Elecssories | | Pack-Format | Technology Level | Design Level | Quality-of-Raw-Materials |
| Brand | | | | | |
| ELAND5 | ELAND5_A | ECONOMY | 5 | 5 | 6 |
| | ELAND5_B | ECONOMY | 5 | 4 | 5 |
| EHAYA5 | EHAYA5_A | STANDARD | 6 | 5 | 5 |
| | EHAYA5_B | PREMIUM | 7 | 7 | 6 |
| ELABO5 | ELABO5_A | STANDARD | 6 | 6 | 5 |
| | | | | | |
| HealthBeauties | | Pack-Format | Technology Level | Active Agent | Smootheners Level |
| Brand | | | | | |
| HOLAY5 | HOLAY5_A | ECONOMY | 5 | 5 | 6 |
| | HOLAY5_B | ECONOMY | 5 | 4 | 5 |
| HEELY5 | HEELY5_A | STANDARD | 6 | 5 | 5 |
| | HEELY5_B | PREMIUM | 7 | 7 | 6 |
| HALUC5 | HALUC5_A | STANDARD | 6 | 6 | 5 |

Negotiation Agreements

Marketing

Private Label Portfolio Management

Discontinue Variants

New Brands/Variants

New Variants of Existing Brands

Modify Variant Specifications

Store Management

Market Research Orders