

# PeopleSoft Enterprise Promotions Management 9.1 Reports

November 2009



PeopleSoft Enterprise Promotions Management 9.1 Reports SKU fscm91stdm-r1109

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### CHAPTER 1

# **PeopleSoft Promotions Management Reports**

PeopleSoft applications offer a wide range of query and reporting possibilities. PeopleSoft provides standard reports, as well as reporting tools that you can use to create new reports.

This appendix enables you to:

- View summary tables of all reports.
- View report details.

**Note.** For samples of these reports, see the Portable Document Format (PDF) files published on CD-ROM with the documentation.

### See Also

Enterprise PeopleTools PeopleBook: PeopleSoft Process Scheduler

### PeopleSoft Promotions Management Reports: A to Z

This table lists the Promotions Management reports. The Promotion Contract report that is listed is a Crystal report and the Promotion Forecast Report is an SQR report. If you need more information about these reports, refer to the report details at the end of this appendix.

Report ID and Report	Description	Navigation	Run Control Page
Name			
TDC1000	Records the signed	Promotions, Manage	RUN_TD_FORM
Promotion Contract	acknowledgement of a	Promotions, Reports,	
	customer promotion from the	Promotion Contract	
	customer.		
TDS1000	Provides you with the tool	Promotions, Manage	RUN_TDS1000
Promotion Forecast	necessary to synchronize	Promotions, Reports,	
	demand management events	Promotion Forecast	
	with planned promotional		
	activities that you create in		
	Promotions Management.		

### See Also

stdm, PeopleSoft Promotions Management Reports, PeopleSoft Promotions Management Selected Reports

### **PeopleSoft Promotions Management Selected Reports**

This section provides detailed information about fields for the individual reports in Promotions Management.

### **TDC1000 - Promotion Contract Report**

**Promotion Code** and

**Description** 

References the promotion code and description of the customer promotion offered. The system uses the Promotion Code and Description fields that you defined on the Create Customer-Specific Promo - Promotion Details page

for this information.

**Customer Name** References the customer name to which the promotion is offered. The system

uses the Customer ID field that you defined on the customer promotion

for this information.

Broker Name, Broker Phone, and Broker Address References the name and address of the broker who is responsible for the customer promotion. The system uses the Contact ID field that you defined on the Create Customer-Specific Promo - Promotion Details page for the broker name. The system uses the location that you defined on the Promotions Options - General Options page for the broker phone and address information.

**From** and **To Order Dates** References the valid order dates for this customer promotion. The system

uses the First Order Date and Last Order Date fields on the Create Customer-Specific Promo - Promotion Details page for this information.

**From** and **To Ship Dates** References the valid scheduled shipment dates for this promotion. The system

uses the First Scheduled Ship Date and Last Scheduled Ship Date fields on the Create Customer-Specific Promo - Promotion Details page for this information.

**From** and **To Delivery Dates** References the valid requested arrival dates for this customer promotion. The

system uses the First Requested Arrival Date and Last Requested Arrival Date fields on the Create Customer-Specific Promo - Promotion Details

page for this information.

From and To Performance

**Merchandising Activity** 

**Dates** 

References the valid performance dates for this customer promotion. The system uses the First Performance Date and Last Performance Date fields on the Create Customer-Specific Promo - Promotion Details page for this information.

mormane

References the merchandising activities that are defined for the customer promotion. Each merchandising activity's information for the promotion is broken out on the report. The system uses the Merch Type field that you defined on the Create Customer-Specific Promo - Merchandising Activities page to retrieve the syndicated data type that you defined for the merch type on the Merchandising Types page for this information. The syndicated data type is printed next to the Merchandising Activity code.

is printed next to the interenancising retritiy cod

For purchasing merchandising activities the following fields appear:

**Lump Sum** References the lump sum costs for any merchandising activities that are

associated with the customer promotion. The system uses the Lump Sum Cost field on the Create Customer-Specific Promo - Merchandising Activities

page for this information.

**Overhead Costs** 

References the overhead costs for any merchandising activities that are associated with the customer promotion. The system uses the Overhead Cost field on the Create Customer-Specific Promo - Merchandising Activities page for this information.

Period-To-Date

References the period-to-date option for the merchandising activity associated with the customer promotion. The system uses the Period-to-Date check box on the Create Customer-Specific Promo - Merchandising Activities page for this information. This field is only printed for merchandising activities with an Adjustment Type of *Off-Invoice* or *Bill Back*.

**Tiered** 

References the tiered pricing option for the merchandising activity associated with the customer promotion. The system uses the Tiered Pricing check box on the Create Customer-Specific Promo - Merchandising Activities page for this information. This field is only printed for merchandising activities with an Adjustment Type of *Off-Invoice* or *Bill Back* and a Price Action Type of *Discount*.

**Mutually Exclusive** 

References the mutually exclusive option for the merchandising activity associated with the customer promotion. The system uses the Mutually Exclusive check box on the Create Customer-Specific Promo - Merchandising Activities page for this information. This field is only printed for merchandising activities with an Adjustment Type of *Off-Invoice* or *Bill Back*.

One Time Only

References the one-time only option for the merchandising activity associated with the customer promotion. The system uses the One-Time Only check box on the Create Customer-Specific Promo - Merchandising Activities page for this information. This field is only printed for merchandising activities with an Adjustment Type of *Off-Invoice* or *Bill Back*.

**Buying Agreement** 

References the applicable to buying agreement option for the merchandising activity associated with the customer promotion. The system uses the Applicable to Buying Agreement check box on the Create Customer-Specific Promo - Merchandising Activities page for this information. This field is only printed for merchandising activities with an Adjustment Type of *Off-Invoice* or *Bill Back*.

**Adjustment Flag** 

References the adjustment flag for the merchandising activity associated with the customer promotion. The system uses the Adjustment Flag field for the price formula defined on the Create Customer-Specific Promo - Merchandising Activities page for this information. This field is only printed for merchandising activities with an Adjustment Type of *Off-Invoice* or *Bill Back*.

**Off-Invoice** 

References the off-invoice discounts for any merchandising activities associated with the customer promotion. The system uses the off-invoice adjustment type Discount field for the price formula defined on the Create Customer-Specific Promo - Merchandising Activities page for this information.

**Bill Back** 

References the bill back discounts for any merchandising activities associated with the customer promotion. The system uses the bill back adjustment type Discount field for the price formula defined on the Create Customer-Specific Promo - Merchandising Activities page for this information.

Low Amount and Upper Amount

References the low amount and upper amount that must be met on a sales order to receive the discount. The system uses the Low Amount and Upper Amount fields for the price formula defined on the Create Customer-Specific Promo - Merchandising Activities page for this information.

Low Quantity and Upper Quantity

References the lower and upper quantity that must be met on a sales order to receive the discount. The system uses the Low Quantity and Upper Quantity fields for the price formula marked as use for metrics on the Create Customer-Specific Promo - Merchandising Activities page for this information.

**Discount** 

References the discount amount or percent for the merchandising activity and promotion. The system uses the Discount field for the price formula defined on the Customer-Specific Promo - Merchandising Activities page for this information. This field is only printed for merchandising activities with an Adjustment Type of *Off-Invoice* or *Bill Back*. and a Price Action Type of *Discount*.

Product Add, Qty/BOGO (quantity/BOGO), and Product Add Adj (product add adjustment)

References the product add product, the quantity/BOGO factor, and the product add adjustment percent or amount of the giveaway for this merchandising activity and promotion. The system uses the Product Add product, Quantity/BOGO Factor, and Product Add Adjustment fields for the price formula defined on the Customer-Specific Promo - Merchandising Activities page for this information. These fields are only printed for merchandising activities with an Adjustment Type of *Off-Invoice* or *Bill Back*. and a Price Action Type of *Product Add*.

Product ID, Product Description, UPC Code, UOM (unit of measure), Price, and Plan Ship Qty (plan ship quantity) References the products and their UPC codes that are offered on the customer promotion. The system uses the Product ID, Unit of Measure, Price, and Plan Ship Qty (plan ship quantity) fields that you defined on the Create Customer-Specific Promo - Product Details page for this information.

For consumption merchandising activities the following fields appear:

**Insertion Costs** References the insertion costs for the customer promotion and merchandising

activity. The system uses the Insertion Costs field on the Create

Customer-Specific Promo - Merchandising Activities page for this information.

**Unit Value** References the value of the offer for the consumption merchandising

activity and promotion. The system uses the Unit Value field on the Create Customer-Specific Promo - Merchandising Activities page for this information.

Unit Handling References the per unit cost of running this merchandising activity and

promotion. The system uses the Unit Handling Cost field on the Create Customer-Specific Promo - Merchandising Activities page for this information.

Product ID, Product Description, UPC Code, UOM (unit of measure), Price, and Plan Ship Qty (plan ship quantity) References the products and their UPC codes that are offered on the customer promotion. The system uses the Product ID, Unit of Measure, Price, and Plan Ship Qty (plan ship quantity) fields defined on the Create Customer-Specific Promo - Product Details page for this information.

Information that appears at the bottom of the report:

Signature Block containing Signed, Date, and

**Comments** 

Represents the individual who has agreed to this customer promotion. The system uses the Comments field on the Create Customer-Specific Promo-Merchandising Activities page for this information. The other fields are available so that a signature and date can be entered.

#### See Also

stdm, Defining Promotions

### **TDS1000 - Promotion Forecast Report**

**Product ID** and **Item ID** References the products and items that are forecasted in any Inventory business

unit. If a forecaster was entered on the request page, only the products and

items that the forecaster is responsible for will print on the report.

Cust Group (customer

**Base Qty** (base quantity)

group)

References the forecast customer group (group type = FCST) for the

customer ID.

 $\begin{tabular}{ll} \textbf{Prod Group} (product\ group) & References\ the\ forecast\ product\ group\ (group\ type=FCST)\ for\ the\ product\ ID. \end{tabular}$ 

References the base units defined for the promotion. If the promotion is associated with a promotion group, then the weights that you defined for each

product determine the base quantity for the individual product.

Lift Qty (lift quantity) References either the target lift quantity or planned lift quantity for the product

on the promotion.

target lift quantity = (weighted base quantity \* incremental lift percent) \*

participation percent

planned lift quantity = weighted planned ship quantity - weighted base quantity

**Lift Pct** (lift percent) References either the target lift percent or the planned lift percent.

target lift percent = ((target plan ship quantity / weighted base quantity) –

1) \* 100)

planned lift percent = ((planned plan ship quantity / weighted base quantity) -

1) \* 100

Plan Ship Qty (plan ship

quantity)

References either the target plan ship quantity or the planned plan ship quantity for the product on the promotion. If the promotion is associated with a

promotion group then the weights that you defined for each product determine

the planned ship quantity for the individual product.

target plan ship quantity = weighted base quantity + target lift quantity

planned plan ship quantity = weighted planned ship quantity that you defined

on the promotion

**Promotion Price** References the product price for a product after having taken into account all

per unit discounts (off-invoice and bill back) for the promotion.

Total Lift Qty (total lift

quantity)

If either item ID or product ID are selected as a sort option, the total lift

quantity by product or item appears.

**Discount Amount** References the discount amount or percent for the merchandising activity and

promotion. The system uses the Discount field for the price formula marked as use for metrics on the Customer-Specific Promo - Merchandising Activities

page for this information.

**Lump Sum Cost** References the lump sum cost for the merchandising activity and promotion.

The system uses the Lump Sum Cost field defined on the Customer-Specific

Promo - Merchandising Activities page for this information.

**Product Add, Qty/BOGO** (quantity/BOGO), and **Adjustment** 

References the product add product, the quantity or BOGO factor, and the product add adjustment of the product add for this merchandising activity and promotion. The system uses the Product Add, Quantity/BOGO Factor, and Product Add Adjustment fields for the price formula defined on the Customer-Specific Promo - Merchandising Activities page for this information.

Cnsmptn Unit Value (consumption unit value)

References the unit value for the consumption merchandising activity and promotion. The system uses the Unit Value field defined on the Customer-Specific Promo - Merchandising Activities page for this information.

#### See Also

stdm, Defining Promotions

## **Promotion Contract**

Promotion Code: PRO0000013

PRO0000013 Run Date: 11/27/2003 2004 First Quarter Promotion Run Time:10:22:17 AM

Alliance Group

Vendor Name:

Broker Name: Bob Johnson

Broker Phone: (

Broker Address: 9908 St Christopher Drive

Chicago, IL 88562

 FROM
 TO

 Order Dates:
 01/01/2004
 03/15/2004

 Ship Dates:
 01/02/2004
 03/30/2004

 Delivery Dates:
 01/05/2004
 03/31/2004

 Performance Dates:
 01/12/2004
 01/26/2004

Merch Activity DISPLAY	Lump Sur	<b>m</b> 0.00	
Off-Invoice Bill Back	<u>Low Amount</u> <u>Upper Amount</u>	Pct/Amt Discount	Giveaway Product Giveaway Qty
<u>0.00</u> <u>5.00</u>	<u>1.00</u> <u>500.00</u>	<u>A</u> <u>5.00</u>	<u>0.00</u>
<u>0.00</u> <u>6.00</u>	501.00 9,999,999,999.00	<u>A</u> <u>6.00</u>	<u>0.00</u>
Product ID 10002	<u>Product Description</u> Long Sleeve T-Shirt, Men's	<u>UPC Code</u> UPC_CODE_002	<u>UOM</u> <u>Price</u> <u>Plan Ship Qty</u> EA 25.00 1,100.00

## **Promotion Contract**

Promotion Code: PRO0000013 Run Date: 11/27/2003

2004 First Quarter Promotion Run Time:10:22:17 AM

Alliance Group

Vendor Name:

Broker Name: **Bob Johnson** 

Broker Phone: ()

9908 St Christopher Drive Broker Address:

Chicago, IL 88562

	<u>FROM</u>	<u>TO</u>
Order Dates:	01/01/2004	03/15/2004
Ship Dates:	01/02/2004	03/30/2004
Delivery Dates:	01/05/2004	03/31/2004
Performance Dates:	01/12/2004	01/26/2004

All above information is accurate and complete; all promotional advertising and other allowances and benefits herein contained are acutally being offered.											
Signed:	Date:										
Comments:											

Order Dates 01/01/2003 through 12/31/2003

Sorted by Product Group

Report ID: TDS1000 PROMOTION FORECAST REPORT

Run Date: 07/10/2003 Run Time: 10:53:59

Plan Ship Qty/

Page No: 1

Setid: SHARE
Promotion Status: Planned & Approved Promotions

Report Quantity: Planned Quantity

Currency Code: USD

Product Group: 001

Product Group: 002

Promotion Code/Descr PR00000003 Multiple A	Status Planned  Merch Type DISPLAY TPR-BB	Cust ID/Name 1000 Alliance Group Merch Subtype AISLE	Cust Group Promo Group	Product ID/Descr 10000 Men's Long Sleev  Adjust Type Lump Sum Bill Back	Item ID 10000 we Bike Jersey Discount Amount 0.00 3.00	First Date Last Date UOM	Base Qty 500.00	Lift Qty/Pct 225.00 45.0% Giveaway Qty 0.00 0.00	Plan Ship Qty/ Promotion Price 725.00 25.50  Cnsmptn Unit Value 0.00 0.00
Promotion Code/Descr	TPR-OI Status	OI Cust ID/Name	Cust Group	Off-Invc Product ID/Descr	4.50	0.00  First Date Last Date UOM	Base Oty	0.00	0.00 Plan Ship Qty/ Promotion Price
PRO0000004 Giveaway	Planned	1000 Alliance Group	<u>case group</u>	10000 Men's Long Sleev	10000	07/01/2003 09/15/2003 EA	200.00	88.00 44.0%	288.00 35.00
	Merch Type TPR-OI	Merch Subtype	Promo Group	o <u>Adjust Type</u> Off-Invc	Discount Amount 0.00	Lump Sum Cost Giveaway Produ 0.00 10002 Long Sleeve 1	EA F-Shirt, Men's	2.00	Cnsmptn Unit Value 0.00
Promotion Code/Descr PR00000005 Consumptio	<u>Status</u> Planned	Cust ID/Name 1000 Alliance Group	Cust Group	Product ID/Descr 10000 Men's Long Sleev	Item ID 10000 we Bike Jersey	First Date Last Date UOM	Base Oty 435.00	Lift Qty/Pct 65.25 15.0%	Plan Ship Qty/ Promotion Price 500.25 35.00
	Merch Type COUPON	Merch Subtype	Promo Group	Adjust Type Consumption	Discount Amount 0.00	Lump Sum Cost Giveaway Produ	uct <u>UOM</u>	Giveaway Qty 0.00	Cnsmptn Unit Value 0.75
Promotion Code/Descr PR00000008 Combo Prom	Status Planned	Cust ID/Name 1006 Sara Outdoor	Cust Group	Product ID/Descr 10000 Men's Long Sleev	Item ID 10000 we Bike Jersey	First Date Last Date UOM 07/01/2003 09/15/2003 EA	Base Qty	Lift Qty/Pct 20.00 20.0%	Plan Ship Qty/ Promotion Price 120.00 55.00
									Plan Ship Qty/

Report ID: TDS1000 PROMOTION FORECAST REPORT Page No: 2

Pro5500 Road Helmet

Run Date: 07/10/2003 Run Time: 10:54:00

32.00

20.0%

Setid: SHARE Order Dates 01/01/2003 through 12/31/2003 Promotion Status: Planned & Approved Promotions Sorted by Product Group

Sara Outdoor

Report Quantity: Planned Quantity

Currency Code: USD

Combo Prom

Promotion Code/Descr	Status	Cust ID/Name	Cust Group Product ID/Descr	Item ID	First Date	Last Date	UOM _	Base Qty	Lift Qty/Pct	Promotion Price
PRO0000008	Planned	1006	10011	10011	07/01/2003	09/15/2003	EA	100.00	20.00	120.00
Combo Prom		Sara Outdoor	Biking Gloves, Un	nisex					20.0%	40.00
										Plan Ship Qty/
Promotion Code/Descr	Status	Cust ID/Name	Cust Group Product ID/Descr	Item ID	<u>First Date</u>	Last Date	UOM	Base Qty	Lift Qty/Pct	Promotion Price
PRO0000008	Planned	1006	10012	10012	07/01/2003	09/15/2003	EA	100.00	20.00	120.00

Report ID: TDS1000 Page No: 1

Run Date: 07/10/2003 Run Time: 11:26:36

Order Dates 01/01/2003 through 12/31/2003 Promotion Status: Planned & Approved Promotions Sorted by Customer Group

Currency Code: USD

Report Quantity: Planned Quantity

#### Customer Group:

Setid: SHARE

Promotion Code/Descr	Status	Cust ID/Name	Prod Group	Product ID/Descr	Item ID	First Date Las	t Date UOM	Base Qty	Lift Qty/Pct	Plan Ship Qty/ Promotion Price
PRO0000003	Planned	1000		10000	10000	07/01/2003 09/	15/2003 EA	500.00	225.00	725.00
Multiple A		Alliance Group		Men's Long Slee	ve Bike Jersey				45.0%	25.50
	Merch Type	Merch Subtype	Promo Group		Discount Amount	Lump Sum Cost	Giveaway Product	<u>UOM</u>		Cnsmptn Unit Value
	DISPLAY	AISLE		Lump Sum	0.00	1,550.00			0.00	0.00
	TPR-BB			Bill Back	3.00	0.00			0.00	0.00
	TPR-OI	OI		Off-Invc	4.50	0.00			0.00	0.00
										Plan Ship Qty/
Promotion Code/Descr		Cust ID/Name		Product ID/Descr		First Date Las		Base Oty	Lift Qty/Pct	Promotion Price
PRO0000004	Planned	1000		10000	10000	07/01/2003 09/	15/2003 EA	200.00	88.00	288.00
Giveaway		Alliance Group		Men's Long Slee	ve Bike Jersey				44.0%	35.00
	Merch Type	Merch Subtype	Promo Group		Discount Amount	Lump Sum Cost	Giveaway Product			Cnsmptn Unit Value
	TPR-OI			Off-Invc	0.00	0.00	10002	EA	2.00	0.00
							Long Sleeve T-S	hirt, Men's	S	
										Plan Ship Qty/
Promotion Code/Descr		Cust ID/Name		Product ID/Descr		<u>First Date</u> <u>Las</u>		Base Qty	Lift Qty/Pct	Promotion Price
PRO000005	Planned	1000		10000	10000	07/01/2003 09/	15/2003 EA	435.00	65.25	500.25
Consumptio		Alliance Group		Men's Long Slee	ve Bike Jersey				15.0%	35.00
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amount	Lump Sum Cost	Giveaway Product	UOM		Cnsmptn Unit Value
	COUPON			Consumption	0.00	0.00			0.00	0.75
										Plan Ship Qty/
Promotion Code/Descr		Cust ID/Name		Product ID/Descr		First Date Last		Base Qty	Lift Qty/Pct	Promotion Price
PRO0000008	Planned	1006	001	10000	10000	07/01/2003 09/	15/2003 EA	100.00	20.00	120.00
Combo Prom		Sara Outdoor		Men's Long Slee	ve Bike Jersey				20.0%	44.00
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amount	Lump Sum Cost	Giveaway Product	UOM	Giveaway Qty	Cnsmptn Unit Value
	TPR-OI		BIKING	Off-Invc	11.00	0.00			0.00	0.00
										Plan Ship Qty/
Promotion Code/Descr	Status	Cust ID/Name	Prod Group	Product ID/Descr	Item ID	First Date Last	t Date <u>UOM</u>	Base Qty	Lift Qty/Pct	Promotion Price
PRO0000008	Planned	1006	001	10009	10009	07/01/2003 09/	15/2003 EA	100.00	20.00	120.00
Combo Prom		Sara Outdoor		Mountain Bike G	loves, Men's				20.0%	36.00

Order Dates 01/01/2003 through 12/31/2003

Sorted by Customer Group

Report ID: TDS1000 Page No: 2

Run Date: 07/10/2003 Run Time: 11:26:38

Setid: SHARE Promotion Status: Planned & Approved Promotions

Report Quantity: Planned Quantity

Currency Code: USD

	Merch Type TPR-OI	Merch Subtype	Promo Group BIKING	Adjust Type Off-Invc	Discount Amount 9.00	Lump Sum Cost 0.00	Giveaway Product	UOM _	Giveaway Qty	Cnsmptn Unit Value
Promotion Code/Descr PR00000008 Combo Prom	<u>Status</u> Planned	Cust ID/Name 1006 Sara Outdoor	002 1	roduct ID/Descr 0011 Biking Gloves, U	Item ID 10011 Unisex	First Date Las		Base Oty 100.00	Lift Qty/Pct 20.00 20.0%	Plan Ship Qty/ Promotion Price 120.00 32.00
	Merch Type TPR-OI	Merch Subtype	Promo Group BIKING	Adjust Type Off-Invc	Discount Amount 8.00	Lump Sum Cost 0.00	Giveaway Product	<u>UOM</u>	Giveaway Qty 0.00	Cnsmptn Unit Value 0.00
Promotion Code/Descr PR00000008 Combo Prom	<u>Status</u> Planned	Cust ID/Name 1006 Sara Outdoor	002 1	roduct ID/Descr 0012 Pro5500 Road Hel	Item ID 10012 lmet	First Date Las		Base Qty 100.00	Lift Qty/Pct 20.00 20.0%	Plan Ship Qty/ Promotion Price 120.00 25.60
	Merch Type TPR-OI	Merch Subtype	Promo Group BIKING	Adjust Type Off-Invc	Discount Amount 6.40	Lump Sum Cost 0.00	Giveaway Product	<u>UOM</u>	Giveaway Qty	Cnsmptn Unit Value

Sorted By Product ID

Report ID: TDS1000 PROMOTION FORECAST REPORT Page No: 1

Run Date: 07/10/2003 Order Dates 01/01/2003 through 12/31/2003 Run Time: 11:28:53

Promotion Status: Planned & Approved Promotions

Report Quantity: Planned Quantity

Currency Code: USD

Setid: SHARE

<u>Product ID:</u> 10000 Men's Long Sleeve Bike Jersey

Promotion Code/Descr	Status	Cust ID/Name	Cust Group 1	Item ID/Descr	Prod Group Fi	rst Date <u>Last Date</u>	UOM	Base Qty	Lift Qty/Pct	Plan Ship Qty/ Promotion Price
PRO0000003	Planned	1000		10000	001 07	/01/2003 09/15/2003	EA	500.00	225.00	725.00
Multiple A		Alliance Group		Long Sleeve B	iking Jersey, Men				45.0%	25.50
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amount	Lump Sum Cost	Giveaway Prod	duct UOM	Giveaway Q	ty Cnsmptn Unit Value
	DISPLAY	AISLE		Lump Sum	0.00	1,550.00			0.	0.00
	TPR-BB			Bill Back	3.00				0.	
	TPR-OI	OI		Off-Invc	4.50	0.00			0.	0.00
										Plan Ship Qty/
Promotion Code/Descr	Status	Cust ID/Name	Cust Group 1	Item ID/Descr	<u>Prod Group</u> Fi	rst Date Last Date	UOM E	Base Qty	Lift Qty/Pct	Promotion Price
PRO0000004	Planned	1000	1	L0000	001 07	/01/2003 09/15/2003	EA	200.00	88.00	288.00
Giveaway		Alliance Group		Long Sleeve B	iking Jersey, Men				44.0%	35.00
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amount	Lump Sum Cost	Giveaway Prod	duct UOM	<u>Giveaway Q</u>	ty <u>Cnsmptn Unit Value</u>
	TPR-OI			Off-Invc	0.00	0.00	10002	EA	2.	0.00
							Long Sleeve	T-Shirt, Men	n's	
										Plan Ship Qty/
Promotion Code/Descr		Cust ID/Name		Item ID/Descr				Base Qty	Lift Qty/Pct	Promotion Price
PRO0000005	Planned	1000	=	10000		/01/2003 09/15/2003	EA	435.00	65.25	500.25
Consumptio		Alliance Group		Long Sleeve B	iking Jersey, Men				15.0%	35.00
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amount		Giveaway Prod	duct UOM	Giveaway Q	
	COUPON			Consumption	0.00	0.00			0.	0.75
										Plan Ship Qty/
Promotion Code/Descr		Cust ID/Name		Item ID/Descr				Base Qty	Lift Qty/Pct	Promotion Price
PRO000008	Planned	1006	=	10000		/01/2003 09/15/2003	EA	100.00	20.00	120.00
Combo Prom		Sara Outdoor		Long Sleeve B:	iking Jersey, Men				20.0%	44.00
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amount		Giveaway Prod	ductUOM		ty Cnsmptn Unit Value
	TPR-OI		BIKING	Off-Invc	11.00	0.00			0.	0.00
					Total Lift Qt	y for Product ID: 1	10000		398.25	EA
Product ID: 10009		Mountain Bike G	loves, Men's							
										Plan Ship Qty/
Promotion Code/Descr	Status	Cust ID/Name	Cust Group I	Item ID/Descr	Prod Group Fi	rst Date Last Date	<u>UOM</u>	Base Qty	Lift Qty/Pct	Promotion Price

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Run Date: 07/10/2003
Setid: SHARE Order Dates 01/01/2003 through 12/31/2003 Run Time: 11:28:56

Promotion Status: Planned & Approved Promotions Report Quantity: Planned Quantity

Currency Code: USD

Sorted By Product ID

PRO0000008 Combo Prom	Planned	1006 Sara Outdoor	:	10009 Mountain Bike (	001 Gloves, Mens	07/01/200	3 09/15/2003	EA	100.00	20.00 20.0%	120.00 36.00
	Merch Type TPR-OI	Merch Subtype	Promo Group BIKING	Adjust Type Off-Invc	Discount Amor	<u>unt</u> <u>L</u>	ump Sum Cost 0.00	Giveaway Prod	uct UOM		Oty Cnsmptn Unit Value
					Total Lift	Qty for P	roduct ID: 1	.0009		20.00	EA
Product ID: 10011		Biking Gloves,	Unisex								
Promotion Code/Descr PR00000008 Combo Prom	<u>Status</u> Planned	Cust ID/Name 1006 Sara Outdoor		Item ID/Descr 10011 Biking Gloves,	002		<u>e Last Date</u> 3 09/15/2003		100.00	Lift Oty/Pct 20.00 20.0%	Plan Ship Qty/ Promotion Price 120.00 32.00
	Merch Type TPR-OI	Merch Subtype	Promo Group BIKING	Adjust Type Off-Invc	Discount Amor	<u>unt</u> <u>L</u>	ump Sum Cost 0.00	Giveaway Prod	uctUOM		Oty Cnsmptn Unit Value
					Total Lift	Qty for P	roduct ID: 1	.0011		20.00	EA
Product ID: 10012		Pro5500 Road He	elmet								
Promotion Code/Descr PR00000008 Combo Prom	Status Planned	Cust ID/Name 1006 Sara Outdoor		Item ID/Descr 10012 Pro5500 Road He	002		<u>e Last Date</u> 3 09/15/2003		ase Oty 100.00	Lift Qty/Pct 20.00 20.0%	Plan Ship Qty/ Promotion Price 120.00 25.60
	Merch Type TPR-OI	Merch Subtype	Promo Group BIKING	Adjust Type Off-Invc	Discount Amor	<u>unt</u> <u>L</u> .40	ump Sum Cost 0.00	Giveaway Prod	uct <u>UOM</u>		Oty Cnsmptn Unit Value

End of Report

Total Lift Qty for Product ID: 10012

20.00 EA

Report ID: TDS1000 PROMOTION FORECAST REPORT Page No: 1

Run Date: 07/10/2003 Run Time: 11:29:24

20.0%

20.00

Lift Qty/Pct

0.00

Giveaway Qty Cnsmptn Unit Value

Plan Ship Qty/

Promotion Price

44.00

120.00

0.00

Setid: SHARE Order Dates 01/01/2003 through 12/31/2003
Promotion Status: Planned & Approved Promotions Sorted by Customer ID

Men's Long Sleeve Bike Jersey

BIKING

001

Promo Group Adjust Type

Off-Invc

Prod Group Cust Group Item ID/Descr

10009

Merch Subtype

Product ID/Descr

10009

Alliance Group

Report Quantity: Planned Quantity

Currency Code: USD

Customer ID: 1000

Combo Prom

PRO0000008

Promotion Code/Descr Status

Merch Type

TPR-OI

Planned

Promotion Code/Descr PRO0000003 Multiple A	Status Planned	Product ID/Descr 10000 Men's Long Slee	001		<pre>Item ID/Descr 10000 Long Sleeve Bikin</pre>	First Date Last Date 07/01/2003 09/15/200 g Jersey, Men		Base Qty	Lift Qty/Pct 225.00 45.0%	Plan Ship Qty/ Promotion Price 725.00 25.50
	Merch Type DISPLAY TPR-BB TPR-OI	Merch Subtype AISLE OI	Promo Group	Adjust Type Lump Sum Bill Back Off-Invc	Discount Amount 0.00 3.00 4.50	1,550.00	<u>Giveaway E</u>	Product <u>UOM</u>	Giveaway Qty 0.00 0.00 0.00	<u>Cnsmptn Unit Value</u> 0.00 0.00 0.00
Promotion Code/Descr PR00000004 Giveaway	<u>Status</u> Planned	Product ID/Descr 10000 Men's Long Slee	001		<pre>Item ID/Descr 10000 Long Sleeve Biking</pre>	<u>First Date</u> <u>Last Date</u> 07/01/2003 09/15/200 g Jersey, Men		Base Oty	Lift Qty/Pct 88.00 44.0%	Plan Ship Qty/ Promotion Price 288.00 35.00
	Merch Type TPR-OI	Merch Subtype		Adjust Type Off-Invc	Discount Amount		Giveaway E 10002 Long Slee	Product UOMEA eve T-Shirt, Men'	2.00	Cnsmptn Unit Value 0.00
Promotion Code/Descr PR00000005 Consumptio	<u>Status</u> Planned	Product ID/Descr 10000 Men's Long Slee	001		<pre>Item ID/Descr 10000 Long Sleeve Biking</pre>	<u>First Date</u> <u>Last Date</u> 07/01/2003 09/15/200 g Jersey, Men		Base Oty 435.00	Lift Qty/Pct 65.25 15.0%	Plan Ship Qty/ Promotion Price 500.25 35.00
	Merch Type COUPON	Merch Subtype	Promo Group	Adjust Type Consumption	Discount Amount		Giveaway E	ProductUOM	Giveaway Qty 0.00	Cnsmptn Unit Value 0.75
Customer ID: 1006  Promotion Code/Descr PR00000008		ara Outdoor <u>Product ID/Descr</u> 10000	Prod Group	o <u>Cust Group</u>	<pre>Item ID/Descr 10000</pre>	First Date Last Date 07/01/2003 09/15/200		Base Qty	Lift Qty/Pct 20.00	Plan Ship Qty/ Promotion Price 120.00

Long Sleeve Biking Jersey, Men

11.00

Lump Sum Cost

First Date Last Date

07/01/2003 09/15/2003 EA

0.00

Giveaway Product

Base Qty

100.00

Discount Amount

Order Dates 01/01/2003 through 12/31/2003

Sorted by Customer ID

Report ID: TDS1000 PROMOTION FORECAST REPORT Page No: 2

Run Date: 07/10/2003 Run Time: 11:29:26

36.00

20.0%

Promotion Status: Planned & Approved Promotions

Mountain Bike Gloves, Men's

Report Quantity: Planned Quantity

Currency Code: USD

Setid: SHARE

Combo Prom

	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amount	Lump Sum Cost	Giveaway Produ	ct <u>UOM</u>	Giveaway Qty	Cnsmptn Unit Value
	TPR-OI		BIKING	Off-Invc	9.00	0.00			0.00	0.00
										Plan Ship Qty/
Promotion Code/Descr	Status	Product ID/Desc	r Prod Grou	p Cust Group	Item ID/Descr	First Date Last Dat	e <u>UOM</u>	Base Qty	Lift Qty/Pct	Promotion Price
PRO0000008	Planned	10011	002		10011	07/01/2003 09/15/20	03 EA	100.00	20.00	120.00
Combo Prom		Biking Gloves,	Unisex		Biking Gloves, Un	isex			20.0%	32.00
I	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amount	Lump Sum Cost	Giveaway Produ	ctUOM	Giveaway Qty	Cnsmptn Unit Value
I	TPR-OI		BIKING	Off-Invc	8.00	0.00			0.00	0.00
										Plan Ship Qty/
Promotion Code/Descr	Status	Product ID/Desc	r Prod Grou	p Cust Group	<pre>Item ID/Descr</pre>	First Date Last Dat	e UOM	Base Oty	Lift Qty/Pct	Promotion Price
PRO0000008	Planned	10012	002		10012	07/01/2003 09/15/20	03 EA	100.00	20.00	120.00
Combo Prom	Pro5500 Road Helmet				Pro5500 Road Helmet					25.60
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amount	Lump Sum Cost	Giveaway Produ	ct UOM _	Giveaway Qty	Cnsmptn Unit Value
	TPR-OI		BIKING	Off-Invc	6.40	0.00			0.00	0.00

Mountain Bike Gloves, Mens

Report ID: TDS1000 PROMOTION FORECAST REPORT Page No: 1
Run Date: 07/15/2003

Order Dates 07/05/2003 through 07/31/2003 Sorted By Item ID

Run Time: 13:20:20

Promotion Status: Planned & Approved Promotions Report Quantity: Planned Quantity

Currency Code: USD

Setid: SHARE

Item: 10000 Long Sleeve Biking Jersey, Men

	G	a								- 15: O. (D.)	Plan Ship Qty/	
Promotion Code/Descr PRO0000003	Planned	Cust ID/Name		Product ID/Descr	001		<u>Date Last Date</u> /2003 09/15/2003		Base Qty 500.00	Lift Qty/Pct 225.00	Promotion Price 725.00	
Multiple A	Planned	Alliance Group		Men's Long Slee		- , - ,	/2003 09/15/2003	LA	500.00	45.0%	25.50	
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amo	ount _	Lump Sum Cost	Giveaway	ItemUOM	Giveaway Qty Cnsmptn Unit Value		
	DISPLAY	AISLE		Lump Sum	C	0.00	1,550.00			0.	0.00	
	TPR-BB			Bill Back	3	3.00	0.00			0.	0.00	
	TPR-OI	OI		Off-Invc	4	.50 0	0.00	J		0.	0.00	
											Plan Ship Qty/	
Promotion Code/Descr	Status	Cust ID/Name	Cust Group I	Product ID/Descr		› First	Date Last Date	UOM	Base Qty	Lift Qty/Pct	Promotion Price	
PRO0000004	Planned	1000		10000	001	- , - ,	/2003 09/15/2003	EA	200.00	88.00	288.00	
Giveaway		Alliance Group		Men's Long Slee	ve Bike Jerse	;À				44.0%	35.00	
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amo	ount _	Lump Sum Cost	Giveaway	Item UOM	<u>Giveaway Q</u>	<del>-</del>	
	TPR-OI			Off-Invc	C	0.00	0.00	10002	EA	2.	0.00	
					Long Sleeve T-Shirt, Mens							
											Plan Ship Qty/	
Promotion Code/Descr		Cust ID/Name		Product ID/Descr				UOM	Base Qty	Lift Qty/Pct	Promotion Price	
PRO0000005	Cust Appr.			10000	001	. , . ,	/2003 09/15/2003	EA	435.00	65.25	500.25	
Consumptio		Alliance Group		Men's Long Slee	ve Bike Jerse	;Y				15.0%	35.00	
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amo	ount _	Lump Sum Cost	Giveaway	Item UOM	Giveaway Q		
	COUPON			Consumption	C	0.00	0.00			0.	0.75	
											Plan Ship Qty/	
Promotion Code/Descr	Status	Cust ID/Name	Cust Group I	Product ID/Descr	Prod Group	) First	Date Last Date	UOM	Base Qty	Lift Qty/Pct	Promotion Price	
PRO0000008	Planned	1006	1	10000	001	07/01/	/2003 09/15/2003	EA	100.00	20.00	120.00	
Combo Prom		Sara Outdoor		Men's Long Slee	ve Bike Jerse	;À				20.0%	44.00	
	Merch Type	Merch Subtype	Promo Group	Adjust Type	Discount Amo	ount	Lump Sum Cost	Giveaway	Item UOM	Giveaway Q	ty Cnsmptn Unit Value	
	TPR-OI		BIKING	Off-Invc	11	L.00	0.00			0.	0.00	
						Total	Lift Qty for Ite	em: 10000		398.25	EA	
<u>Item:</u> 10009	Mounta	ain Bike Gloves,	Mens									
											Plan Ship Qty/	
Promotion Code/Descr	Status	Cust ID/Name	Cust Group I	Product ID/Descr	Prod Group	First	Date Last Date	UOM	Base Qty	Lift Qty/Pct	Promotion Price	

Run Time: 13:20:21

20.00 EA

Report ID: TDS1000 PROMOTION FORECAST REPORT Page No: 2
Run Date: 07/15/2003

Setid: SHARE Order Dates 07/05/2003 through 07/31/2003
Promotion Status: Planned & Approved Promotions Sorted By Item ID

Report Quantity: Planned Quantity

Currency Code: USD

PRO0000008 Planned 1006 10009 001 07/01/2003 09/15/2003 EA 100.00 20.00 120.00 Combo Prom Sara Outdoor Mountain Bike Gloves, Men's 20.0% 36.00 Promo Group Adjust Type <u>Discount Amount</u> Giveaway Qty Cnsmptn Unit Value Merch Type Merch Subtype Lump Sum Cost Giveaway Item UOM TPR-OI BIKING Off-Invc 9.00 0.00 0.00 0.00 Total Lift Qty for Item: 10009 20.00 EA Biking Gloves, Unisex <u>Item:</u> 10011 Plan Ship Qty/ Promotion Code/Descr Status Cust ID/Name Cust Group Product ID/Descr Prod Group First Date Last Date UOM Lift Oty/Pct Promotion Price Base Qty PRO0000008 Planned 1006 10011 002 07/01/2003 09/15/2003 EA 100.00 20.00 120.00 Combo Prom Sara Outdoor Biking Gloves, Unisex 20.0% 32.00 Merch Type Merch Subtype Promo Group Adjust Type Discount Amount Lump Sum Cost Giveaway Item <u>UOM</u> Giveaway Qty Cnsmptn Unit Value Off-Invc TPR-OI BIKING 8.00 0.00 0.00 0.00 Total Lift Qty for Item: 10011 20.00 EA Item: 10012 Pro5500 Road Helmet Plan Ship Oty/ Promotion Code/Descr Status Cust ID/Name Cust Group Product ID/Descr Prod Group First Date Last Date UOM Base Qty Lift Oty/Pct Promotion Price 07/01/2003 09/15/2003 EA PRO0000008 Planned 1006 10012 002 100.00 20.00 120.00 Combo Prom Sara Outdoor Pro5500 Road Helmet 20.0% 25.60 Lump Sum Cost Merch Subtype Adjust Type Giveaway Qty Cnsmptn Unit Value Merch Type Promo Group Discount Amount Giveaway Item UOM BIKING Off-Invc 6.40 0.00 0.00 0.00 TPR-OI

End of Report

Total Lift Qty for Item: 10012