

# **Supplier Guide**

This guide is designed to help you navigate the different functions when using the website, specifically to create your deals, as well as key and manage your retailer orders, and generate reporting that will help you manage all orders for your Metcash Food Expo.

Updated: 19th January 2023 TA



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# Introduction

Welcome to the Metcash Ordering System (MOS) Supplier Guide. This guide is designed to help you navigate the different functions when using the website and enable you to successfully generate sales activity at the Metcash Food Expo event.

Access to the Metcash Ordering System (MOS) is only available to registered Expo suppliers. Your access will show you all products available for your company to sell at Expo. New lines will need to be followed up with your trading teams to ensure the item codes are available for ranging at Expo.

Visit <u>www.metcashexpo.com</u> for more information.

Expo deals must be the <u>best-case deal</u> available, i.e. better than promotional deals, with the knowledge that these deals will not stack against any other promotional offers or deals that you have submitted to your Metcash Trading Manager / MetProms.

Case deals entered in MOS will be offered to our independent retailers via a Deal Book (PDF and Excel) and can also be communicated via your field teams to ensure we drive maximum sales volumes at the event. Once orders are entered in MOS, we will ensure that the stock is ordered and dispatched to our retailers on the agreed drop dates. Any case deal subsidies passed through to our retailers will be claimed weekly after stock is dispatched to the retailers.



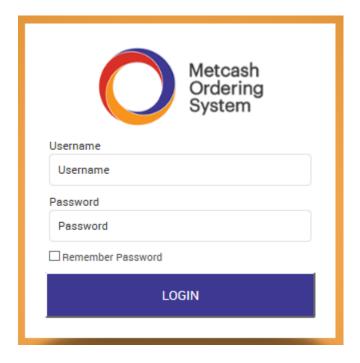
# Log In

### The Metcash Order System (MOS) is only supported in Google Chrome

Visit <u>www.metcashexpo.com</u> and click the "Ordering System" button on the front page. This will provide further information regarding MOS and is also where you can login to Metcash Ordering System.

Enter your Username and Password and click Login. Your Username and Password can be found in the Expo Registration email.

**IMPORTANT** – Google Chrome is our supported browser (but should work using modern web browsers such as Edge and Firefox) and that support at least TLS v1.2 or later. The MOS website will not operate on Older / Out of Date web browsers that do not support TLS v1.2. If you have any issues accessing the MOS website, please contact your IT Support to ensure you have a web browser that supports TLS v1.2.



For security reasons, MOS will timeout if not in use. Any information being loaded will be lost if the task has not been completed and the system times out.



## Dashboard

When you first login, you will be taken to your Dashboard. From here you can;

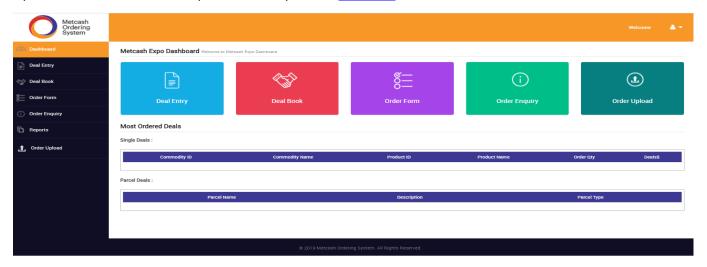
Enter deals "Deal Entry" – <u>click here</u> to find out more

View your deal book "Deal Book" – <u>click here</u> to find out more

Enter Orders "Order Form" – <u>click here</u> to find out more

View Orders "Order Enquiry" – <u>click here</u> to find out more

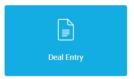
Upload orders via an excel template "Order Upload" – <u>click here</u> to find out more



Once you have entered orders, your most popular deals will also show on the Dashboard.

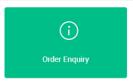


Metcash Expo Dashboard Welcome to Metcash Expo Dashboard











### Most Ordered Deals

### Single Deals :

Commodity ID	Commodity Name	Product ID	Product Name	Order Qty	Deals\$
16602	SLICED	4567	PRODUCT B	1 5 10	2.00 3.00 4.00
16602	SLICED	1234	PRODUCT A	3	2.00

### Parcel Deals :

Parcel Name	Description	Parcel Type	
Metcash Food Pallet Buys	Hot Offer! Buy in Full Pallet quantities to get our Best Ever Deals!	Pallet Buys	
Metcash Food Mix n Match	Our best sellers! Order a minimum of 10 cases within the parcel to qualify for the deal.	Mix 'n' Match	
Metcash Food MIX n Match	Our best sellers! Order a minimum of 10 cases within the parcel to quality for the deal.	Mix n Match	



# Managing Your Deals

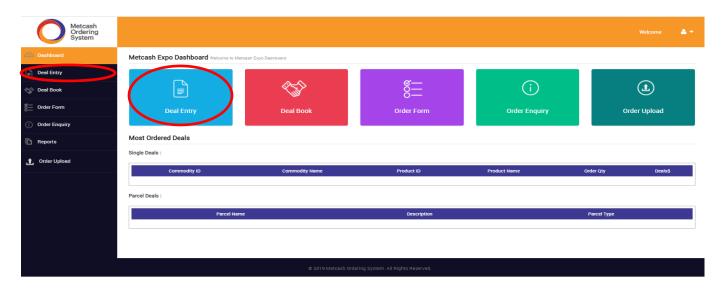
The first activity required is to load your deals into MOS. Key deal entry dates and information can be found on <a href="https://www.metcashexpo.com">www.metcashexpo.com</a>

Our National Expo is a major selling event in the Metcash calendar; to maximise your volumes, it is important to offer the best deals available, and utilise the various volume-based bundles that are available for you in our MOS system.

Remember, Expo deals must be the <u>best case deal</u> available, i.e. better than promotional deals, with the knowledge that these deals will not stack against any other promotional offers or deals that you have submitted to your Metcash Trading Manager / MetProms.

### **Deal Entry**

To enter a deal, from the MOS Dashboard, click on the Deal Entry Icon or "Deal Entry" in the navigation pane on the left of the screen.



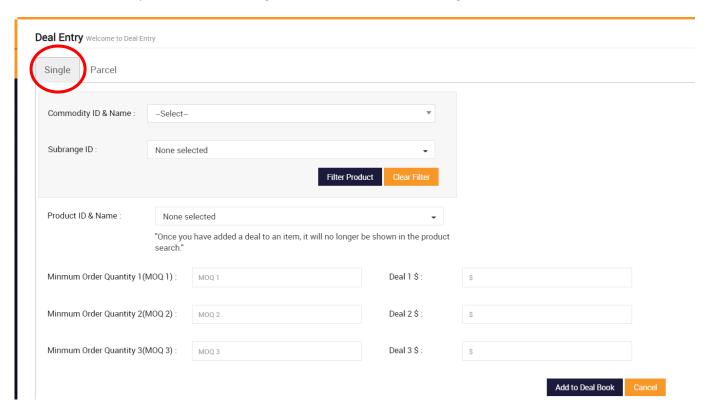
There are two type of deals: Single deals, which offer a discount for buying a certain number of cases of a single product, and Parcel deals, which can have a few extra conditions for retailers to meet in order to get the best case deal on offer. You can have <u>both</u> Single and Parcel Deals for the same product at the same time, which will allow you to market multiple potential offers on the same product. Each product can only be applied once to the "Single Deal" type, but you can add a product into as many "Parcel Deal" types as required.

Deal Values are always to be loaded as a Case/Carton Value (\$), and not a unit or % value.



### Single Deals

Once in the Deal Entry section of MOS, Single Deals are entered in the "Single" tab section



A Single Deal means that the retailer will get access to the case deal if they purchase the minimum order quantity (MOQ) you have specified. Each product within the Single Deal type can have up to three MOQ / Case Deal combinations, allowing you to drive incremental volume by offering improved case deal conditions as the volume increases.

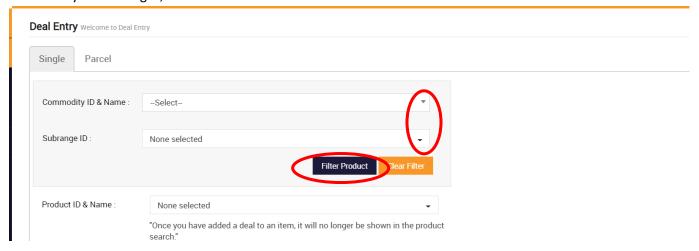
To make it easy to find the product that you want to place a deal on, you have the ability to search by:

- Commodity ID & Name and/or
- Subrange ID

If you do not have these details for your range/products, please contact your Trading Team and they can provide you with this information.



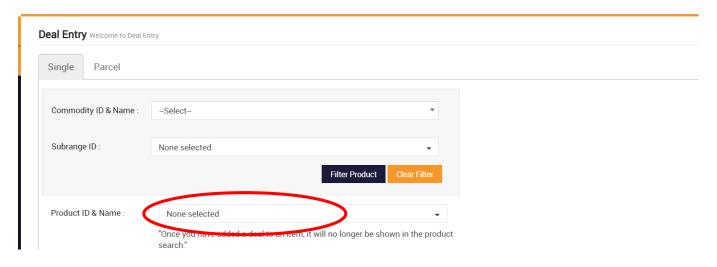
Click on the drop down arrows for "Commodity & Name" and/or "Subrange ID" to select the desired Commodity or Subranges, then click on the "Filter Product" button.



To change your selection, click on the drop down arrow(s) and select a different Commodity or Subrange; or click on "Clear Filter" to start again.



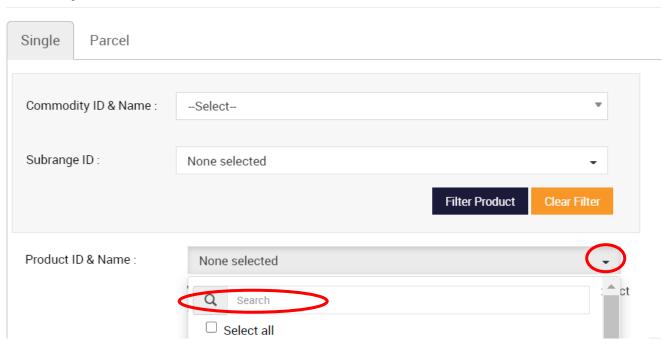
The products that appear in the "Product ID & Name" drop down will be restricted to the "Commodity & Name" and/or "Subrange ID" that you selected. If you are unable to find your product in the "Product ID & Name", check that you have the correct "Commodity & Name" and/or "Subrange ID" selected.





It is also possible to search for a product within the "Product ID & Name", click on the drop down arrow and enter a Metcash Item code or product description in the search field.

### **Deal Entry** Welcome to Deal Entry



Select a product by clicking on  $\square$  next to the item code / product you want to place a deal on.



It is possible to select multiple products at once (e.g. all products in a sub range) and apply a deal to them all at the same time by clicking on  $\square$  next to Select All, or the  $\square$  next to each product you want to place a deal on.

Once you have selected the product(s) you wish to apply a deal to, enter the MOQ and Deal value that you want to apply to this product(s).

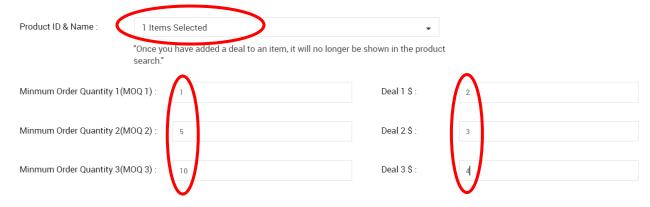


### Single Deal examples:

### Example 1:

1 Product (item) selected. The retailer will have the option of;

- Ordering minimum 1 case and receiving a \$2 case deal
- Ordering minimum 5 cases to receiving a \$3 case deal
- Ordering minimum 10 cases to receiving a \$4 case deal

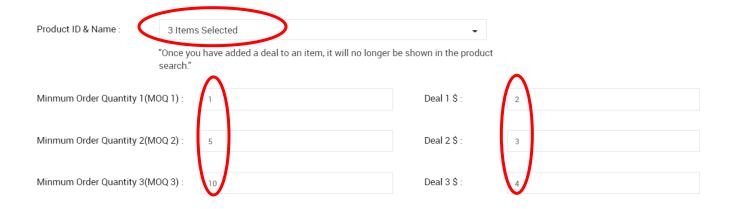


### Example 2:

3 Products (items) selected. The retailer will have the option of;

- Ordering minimum 1 case and receiving a \$2 case deal per product
- Ordering minimum 5 cases to receiving a \$3 case deal per product
- Ordering minimum 10 cases to receiving a \$4 case deal per product

**Note:** these products are not "linked/bundled" as a deal, by selecting the 3 products it is simply making it easier for you to enter the same MOQ and case deal to multiple products at once rather than having to enter the same MOQ/case deal combination multiple times.



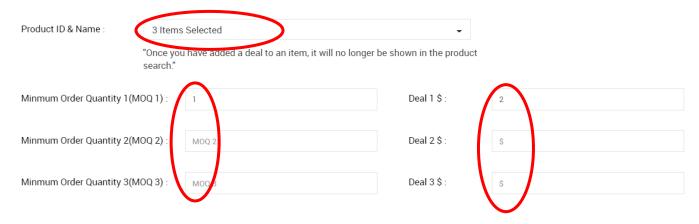


### Example 3:

3 Products (items) selected. The retailer will have the option of;

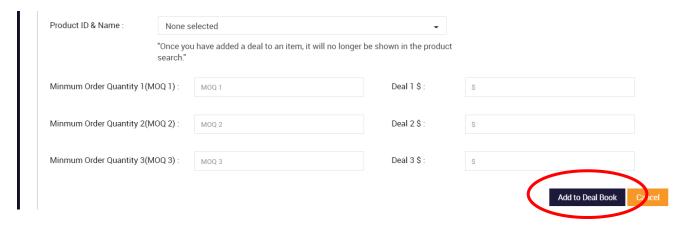
Ordering minimum 1 case and receiving a \$2 case deal

Important to note that you do not need to enter all 3 minimum order quantities / case deals.



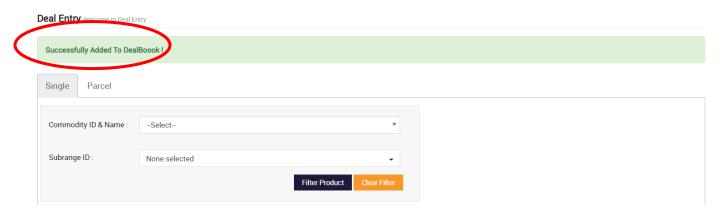
**Remember** Each product can only be applied once to the "Single Deal" type, but you can add a product into as many "Parcel Deal" types as required.

To save the deal, click "Add to deal book" this will add the deal(s) to your deal book where the deals can be reviewed & edited if required.





The message "Successfully Added to DealBook!" will appear at the top of your screen. All previous data will be removed, which allows you to now enter more Single Deals.



After clicking on "Add to Deal Book", you will be able to see a list of recently added Single Deals by scrolling to the bottom of the page. From here you can edit the single deal(s) by clicking on the Pencil icon, or delete by clicking on the Bin icon

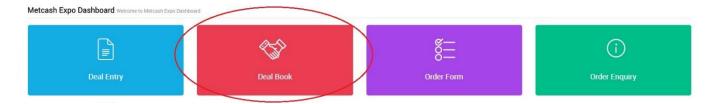


### Viewing Your Single Item Deals

To view or edit deals that you have submitted to the Deal Book, you can click on "Show All Deals" at the bottom of the Deal Entry screen



Or return to the dashboard/home page, and click on Deal Book icon to view all committed deals on offer.

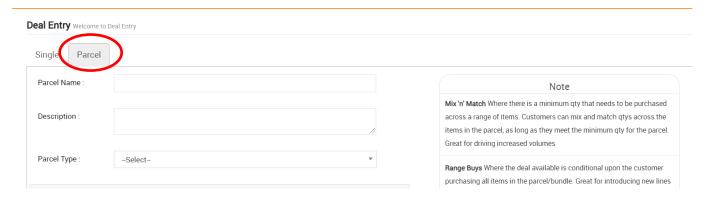


Click here to navigate to the Deal Book section of the guide



### Parcel Deals

Once in the Deal Entry section of MOS, Parcel Deals are entered in the "Parcel" tab section



A Parcel Deal allows you to add some conditions other than just minimum order quantity (MOQ) to a deal. A parcel deal is also known as a bundle deal.

You can create 'parcels' where a minimum order quantity will offer a retailer a deal, as long as the retailer meets another parcel condition, such as buying all products in the parcel, or a minimum carton quantity across the parcel.

These parcels can be a great way to drive new line distribution, or to ensure that retailers are in fact ranging a wider range. Certain parcels are also designed for you to generate orders in pallet or layer increments, and really aim to target those bulk buy items.

Reminder: Deal Values are always to be loaded as a Case/Carton Value (\$), and not a unit or % value.

There are the 3 types of parcels that you can create:

Mix n Match (minimum order quantity across the parcel)

Where there is a minimum quantity that needs to be purchased across a range of items. Retailers can mix and match quantities across the products in the parcel, as long as they meet the minimum quantity for the parcel.

Drives volume but offers retailer flexibility on choosing their best sellers.

Range Buys (minimum order quantity across all products)

Where the deal available is conditional upon the retailer purchasing all items in the parcel/bundle

Drives distribution across a wider range, great for new lines or those items in a range that need a push.

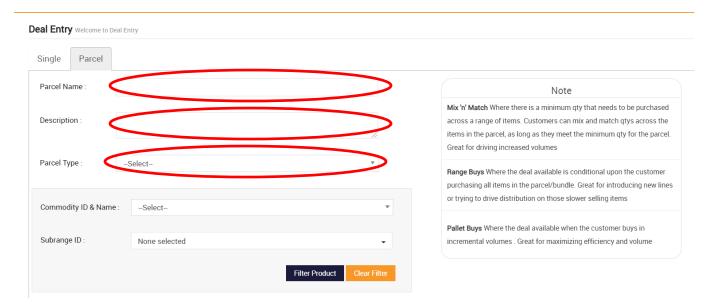
Pallet Buys (fixed incremental order quantity across all products)

Where the deal is conditional of <u>fixed incremental</u> item quantities needing to be ordered - Perfect for Pallet Buy quantities

Drives volume and distribution, perfect for packaging up pallet quantities or controlling the execution when stock arrives in store.



To create a Parcel you will need to enter a Parcel Name and Parcel Description. The parcel name and description will be visible in the Deal Book, and can therefore be used as a selling tool to retailers, e.g. Best Deal Ever, Buy 10 across the range of "xx". The description can be a maximum of 250 characters (including spaces).



### Mix 'n' Match Parcel Deal

Once you have named the parcel, and selected the parcel type, you will then need to select the products or ranges (this is the same search and filter functions as single deals)

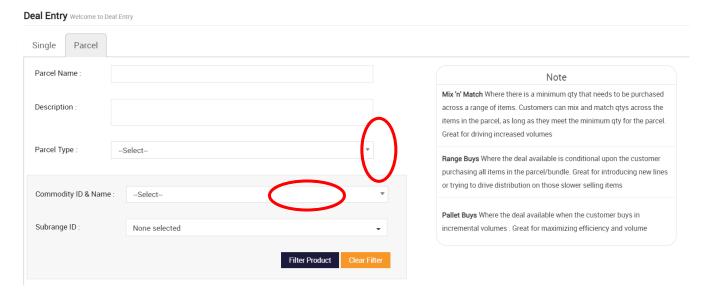
To make it easy to find the product that you want to place a deal on, you have the ability to search by:

- Commodity ID & Name and/or
- Subrange ID

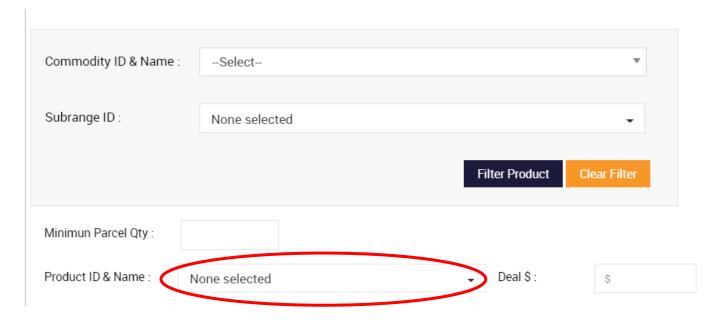
If you do not have these details for your range/products, please contact your Trading Team and they can provide you with this information.

Click on the drop down arrows for "Commodity & Name" and/or "Subrange ID" to select the desired Commodity or Subranges, then click on the "Filter Product" button.



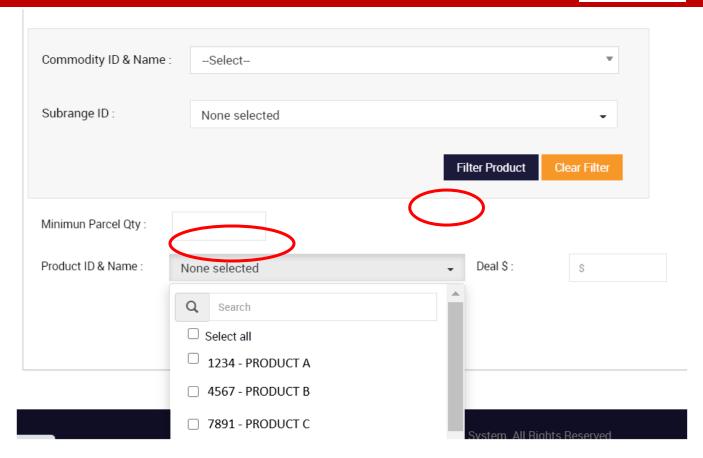


The products that appear in the "Product ID & Name" drop down will be restricted to the "Commodity & Name" and/or "Subrange ID" that you selected. If you are unable to find your product in the "Product ID & Name", check that you have the correct "Commodity & Name" and/or "Subrange ID" selected.



It is also possible to search for a product within the "Product ID & Name", click on the drop down arrow and enter a Metcash Item code or product description in the search field.

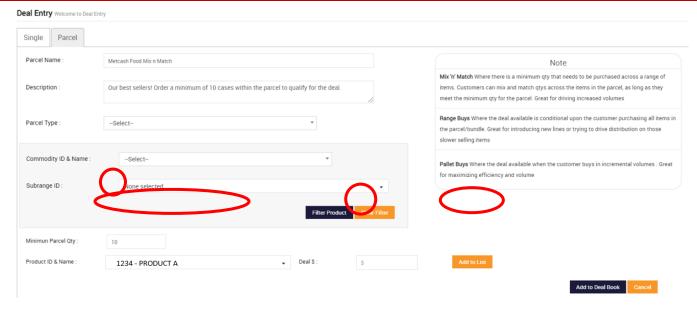




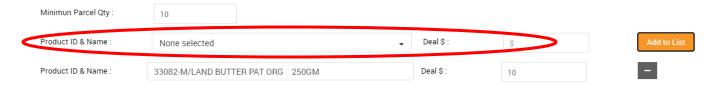
It is possible to select multiple products at once (e.g. all products in a sub range) and apply a deal to them all at the same time by clicking on  $\Box$  next to Select All, or the  $\Box$  next to each product you want to place a deal on.

Once you have selected the product(s) you wish to apply a deal to, enter the MOQ and Deal value that you want to apply to the product(s). Then click on "Add to List"

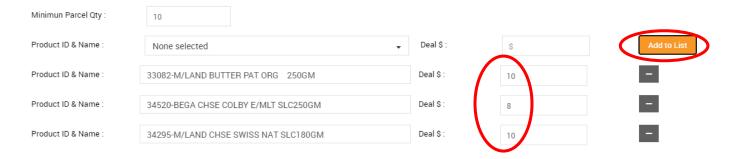




A new line will be created for you to add more product(s)



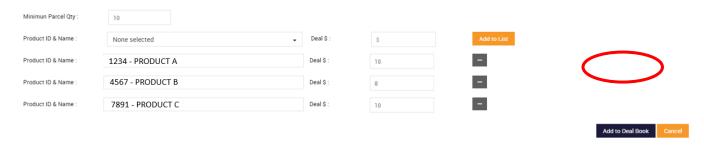
Continue adding product(s) with case deals and clicking "Add to List" until all products you are wanting to be in the parcel are listed. **Note**: that the case deal amount does not need to be the same for each product.



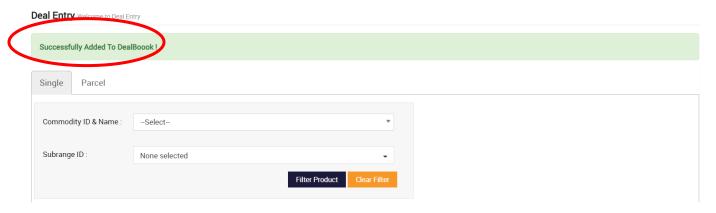
Here you can click on the button to remove any unwanted products. The deal amount and Minimum Parcel Qty fields continue to be editable.

Once all products have been entered for this parcel, click on "Add to Deal Book". **Note**; Once added to the deal book you can still edit / delete the parcel deal at a later stage if required)





The message "Successfully Added to DealBook!" will appear at the top of your screen. All previous data will be removed, which allows you to now enter more Parcel Deals.



After clicking on "Add to Deal Book", you will be able to see a list of recently added Parcel Deals by scrolling to the bottom of the page. You can edit the parcel deal(s) by clicking on the Pencil icon, or delete by clicking on the Bin icon



### Mix 'n' Match examples:

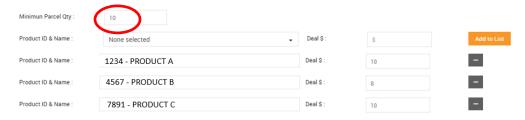
The Mix 'n' Match deal has a Minimum Parcel Qty. There can be multiple products within the parcel deal and each product can have a different case deal. The retailer can order any combination of products from this parcel, so long as the order equals 10 cartons the order can be processed.



### Example 1:

The Minimum Parcel Qty is 10.

Retailer places an order for 10 cartons of Product A = 10 cartons ordered, therefore eligible for the case deal applied to that product



Add to Deal Book Cancel

### Example 2:

The Minimum Parcel Qty is 10.

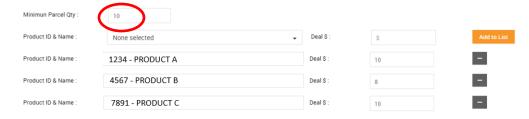
Retailer places an order:

5 cartons of Product A

+

5 cartons of Product B

= 10 cartons ordered, therefore eligible for the case deals applied to those products



dd to Deal Book Cancel

### Example 3:

The Minimum Parcel Qty is 10. Retailer places an order:

3 cartons of Product A

+

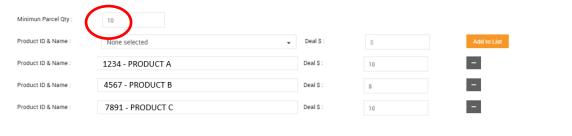


3 cartons of Product B

+

3 cartons of Product B

= 9 cartons ordered, therefore is **NOT** eligible for the case deals applied to those products as the parcels minimum order quantity of 10 cartons has not been met.



Add to Deal Book Cancel

### Range Buys Parcel Deal

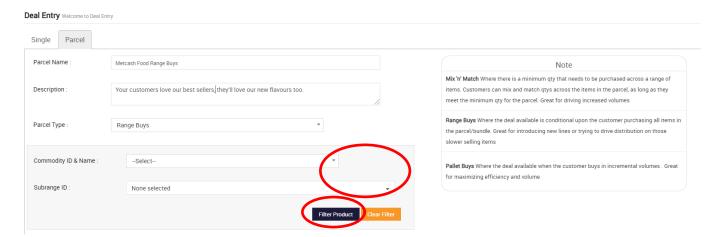
Once you have named the parcel, and selected the parcel type, you will then need to select the products or ranges (this is the same search and filter functions as single deals)

To make it easy to find the product that you want to place a deal on, you have the ability to search by:

- Commodity ID & Name and/or
- Subrange ID

If you do not have these details for your range/products, please contact your Trading Team and they can provide you with this information.

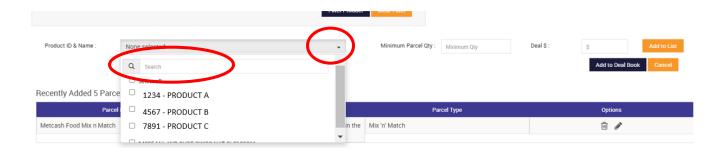
Click on the drop down arrows for "Commodity & Name" and/or "Subrange ID" to select the desired Commodity or Subranges, then click on the "Filter Product" button.



The products that appear in the "Product ID & Name" drop down will be restricted to the "Commodity & Name" and/or "Subrange ID" that you selected. If you are unable to find your product in the "Product ID & Name", check that you have the correct "Commodity & Name" and/or "Subrange ID" selected.

# Metcash Ordering System Commodity ID & Name: Subrange ID: None selected Minimum Parcel Qty: Minimum Qty Deal S: S Add to List

It is also possible to search for a product within the "Product ID & Name", click on the drop down arrow and enter a Metcash Item code or product description in the search field.



It is possible to select multiple products at once (e.g. all products in a sub range) and apply a deal to them all at the same time by clicking on  $\Box$  next to Select All, or the  $\Box$  next to each product you want to place a deal on.



Once you have selected the product(s) you wish to apply a deal to, enter the MOQ and Deal value that you want to apply to the product(s). Then click on "Add to List"

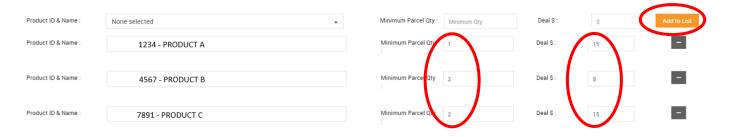




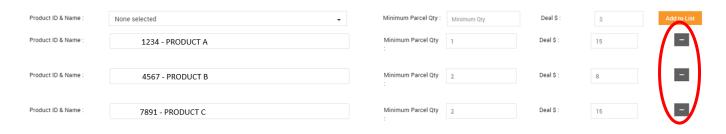
A new line will be created for you to add more product(s)



Continue adding product(s) with case deals and clicking "Add to List" until all products you are wanting to be in the parcel are listed. **Note**; that the MOQ and case deal amount does not need to be the same for each product.



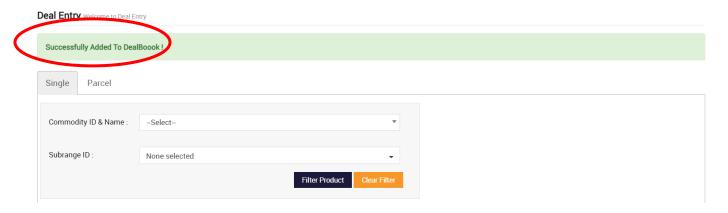
Here you can click on the button to remove any unwanted products. The deal amount and Minimum Parcel Qty fields continue to be editable.



Once all products have been entered for this parcel, click on "Add to Deal Book". **Note**; Once added to the deal book you can still edit / delete the parcel deal at a later stage if required

### Metcash **MOS Supplier Guide** Ordering System Product ID & Name Minimum Parcel Qty : Minimum Qty None selected Product ID & Name Minimum Parcel Qty Deal \$ 15 1234 - PRODUCT A Product ID & Name Minimum Parcel Qty 2 Deal \$ 4567 - PRODUCT B Product ID & Name Minimum Parcel Qty 2 Deal \$ 7891 - PRODUCT C

The message "Successfully Added to DealBook!" will appear at the top of your screen. All previous data will be removed, which allows you to now enter more Parcel Deals.



After clicking on "Add to Deal Book", you will be able to see a list of recently added Parcel Deals by scrolling to the bottom of the page. You can edit the parcel deal(s) by clicking on the Pencil icon, or delete by clicking on the Bin icon



### Range Buy examples:

### Example 1:

This parcel has 3 products.



Retailer places an order;

1 carton of Product A

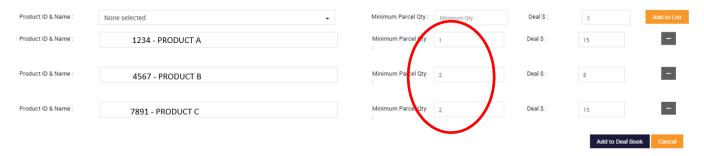
+

2 cartons of Product B

+

2 cartons of Product C

= All 3 products have been ordered with the required MOQ per product, the conditions of this deal type have been met, therefore order is valid



### Example 2:

This parcel has 3 products.

Retailer places an order;

1 carton of Product A

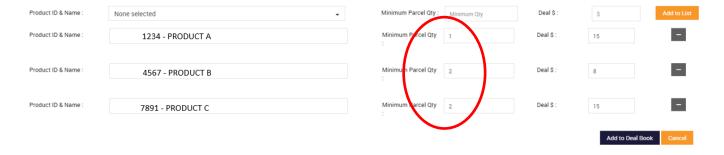
+

1 cartons of Product B

+

2 cartons of Product C

= All 3 products have been ordered but product B does not meet the MOQ requirement for this product, therefore is **NOT** valid



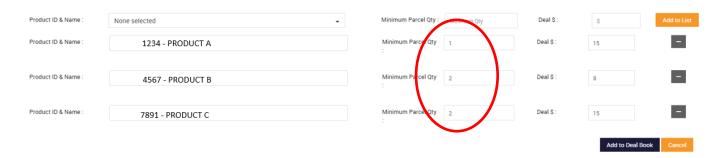
### Example 3:

This parcel has 3 products.

Retailer places an order;



- 1 carton of Product A
- +
- 2 cartons of Product B
- = All 3 products have <u>not</u> been ordered, therefore the order is **NOT** valid



### Pallet Buys Parcel Deal

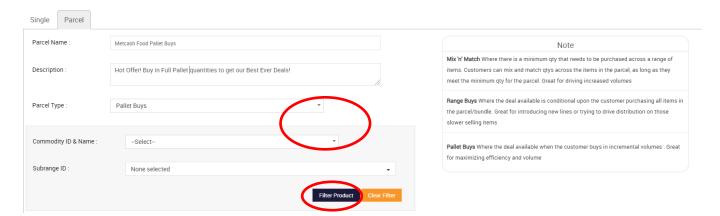
Once you have named the parcel, and selected the parcel type, you will then need to select the products or ranges (this is the same search and filter functions as single deals)

To make it easy to find the product that you want to place a deal on, you have the ability to search by:

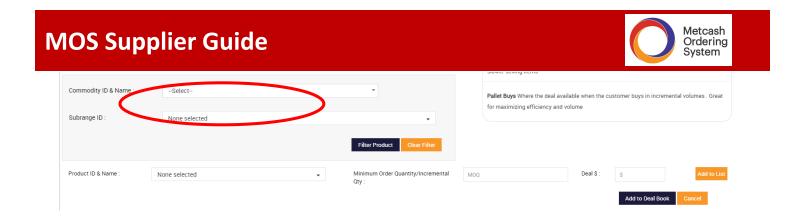
- Commodity ID & Name and/or
- Subrange ID

If you do not have these details for your range/products, please contact your Trading Team and they can provide you with this information.

Click on the drop down arrows for "Commodity & Name" and/or "Subrange ID" to select the desired Commodity or Subranges, then click on the "Filter Product" button.



The products that appear in the "Product ID & Name" drop down will be restricted to the "Commodity & Name" and/or "Subrange ID" that you selected. If you are unable to find your product in the "Product ID & Name", check that you have the correct "Commodity & Name" and/or "Subrange ID" selected.



It is also possible to search for a product within the "Product ID & Name", click on the drop down arrow and enter a Metcash Item code or product description in the search field.



It is possible to select multiple products at once (e.g. all products in a sub range) and apply a deal to them all at the same time by clicking on  $\square$  next to Select All, or the  $\square$  next to each product you want to place a deal on.



Once you have selected the product(s) you wish to apply a deal to, enter the MOQ and Deal value that you want to apply to the product(s). Then click on "Add to List"

**Note**; for Pallet Buys deals, the MOQ's should be by pallet layer, half pallet or full pallet quantities. i.e. if the product has a pallet quantity of 110 cartons and has 5 layers, the MOQ's could be set as:



- 110 (1 pallet)
- 55 (1/2 pallet)
- 22 (1 layer of a pallet)



A new line will be created for you to add more product(s)



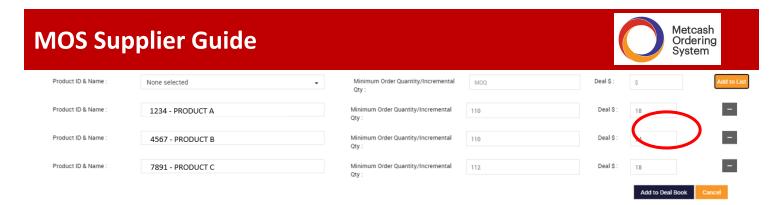
Continue adding product(s) with case deals and clicking "Add to List" until all products you are wanting to be in the parcel are listed. **Note** that the MOQ and case deal amount does not need to be the same for each product. The MOQ is dependent on the layer / pallet configuration for that product.



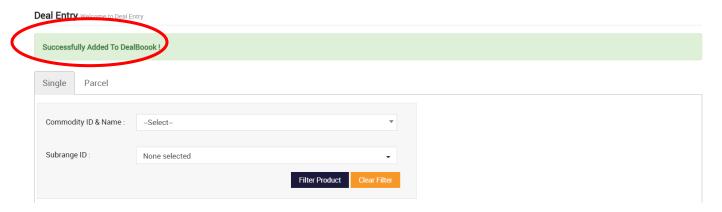
Here you can click on the button to remove any unwanted products. The deal amount and Minimum Order Qty fields continue to be editable.



Once all products have been entered for this parcel, click on "Add to Deal Book". **Note**; Once added to the deal book you can still edit / delete the parcel deal at a later stage if required



The message "Successfully Added to DealBook!" will appear at the top of your screen. All previous data will be removed, which allows you to now enter more Parcel Deals.



After clicking on "Add to Deal Book", you will be able to see a list of recently added Parcel Deals by scrolling to the bottom of the page. You can edit the parcel deal(s) by clicking on the Pencil icon, or delete by clicking on the Bin icon



### Pallet Buy examples:

### Example 1:

This parcel has 3 products.

Retailer places an order;



110 carton of Product A

+

110 cartons of Product B

+

112 cartons of Product C

= All 3 products have been ordered with the required MOQ per product, the conditions of this deal type have been met, therefore order is valid



### Example 2:

This parcel has 3 products.

Retailer places an order;

100 carton of Product A

+

110 cartons of Product B

+

112 cartons of Product C

= All 3 products have been ordered but product A does not meet the MOQ requirement for this product, therefore the order is **NOT** valid

Product ID & Name :	None selected •	Minimum Order Quantity/Incremental Qty :	MOQ	Deal \$:	\$	Add to List
		Qiy.				_
Product ID & Name :	1234 - PRODUCT A	Minimum Order Quantity/Incremental Qty:	110	Deal \$:	18	-
						_
Product ID & Name :	4567 - PRODUCT B	Minimum Order Quantity/Increment I Qty :	110	Deal \$ :	24	-
						_
Product ID & Name :	7891 - PRODUCT C	Minimum Order Quantity/Incremental Qty :	112	Deal \$ :	18	-
		sery .				

### Example 3:

This parcel has 3 products. Retailer places an order; 110 carton of Product A



+

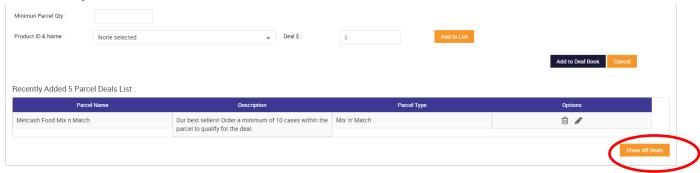
### 112 cartons of Product C

= All 3 products have <u>not</u> been ordered, therefore the order is **NOT** valid

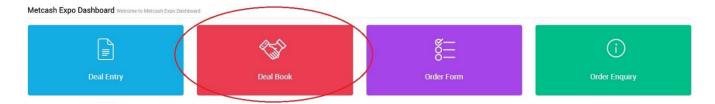


### Viewing Your Parcel Deals

To view or edit deals that you have submitted to the Deal Book, you can click on "Show All Deals" at the bottom of the Deal Entry screen.



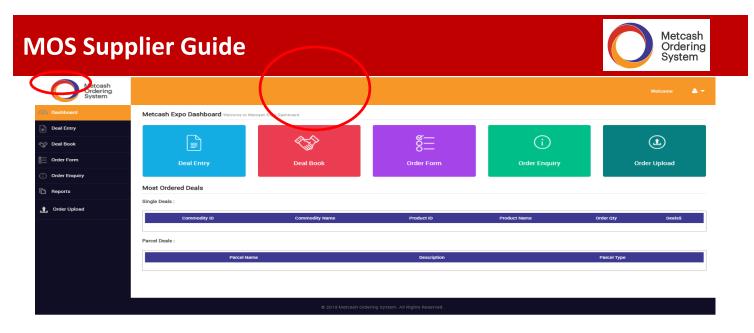
Or return to the dashboard/home page, and click on Deal Book icon to view all committed deals on offer.



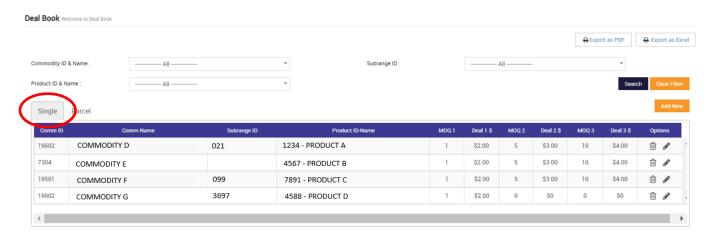
Click here to navigate to the Deal Book section of the guide

# Expo Deal Book

To view all deals that you have created, navigate to the Deal Book, either from the left-hand navigation menu, on the the Dashboard/Home Page.

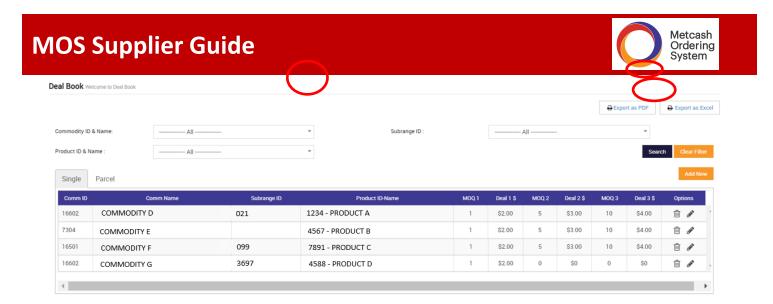


Click on the Single or Parcel tab depending which deals you are wanting to review



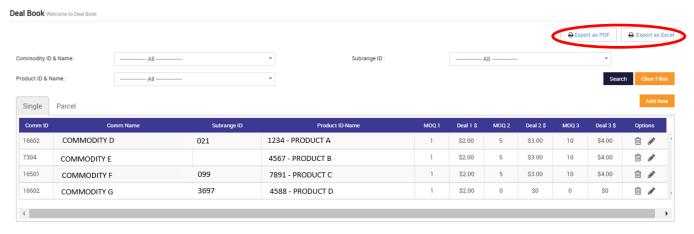
As with deal entry, the Deal Book can be filtered to show only specific commodities, sub ranges, or items. **Note**; Single Deals are listed alphabetically by Product ID-Name (i.e. product description) and Parcel Deals are listed alphabetically by Parcel Name.

Click on the drop down arrows for "Commodity & Name" and/or "Subrange ID" and/or "Product ID & Name" to select the desired Commodity, Subranges or Products, then click on the "Search" button.



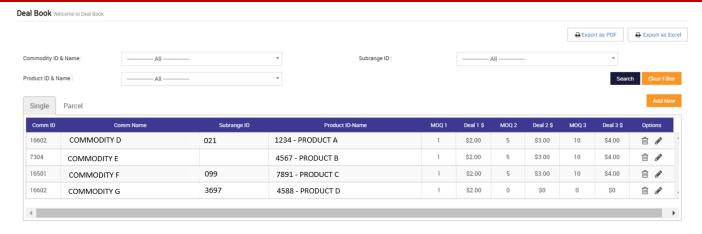
You can <u>create a PDF or Excel</u> output file of your deals. This will allow you to see how your deals and descriptions will be shown in the Expo Book (i.e. see what the retailer will see). The PDF or Excel export will export ALL deals, regardless of which tab (Single or Parcel) you are viewing on the Deal Book page. Creating a PDF or Excel file is a great way to review all of your offers and share them with others in your team for them to review.

It is important that all of the deals are reviewed to ensure that your deals are correct, impactful, and packages are clearly communicated to enhance the offer.

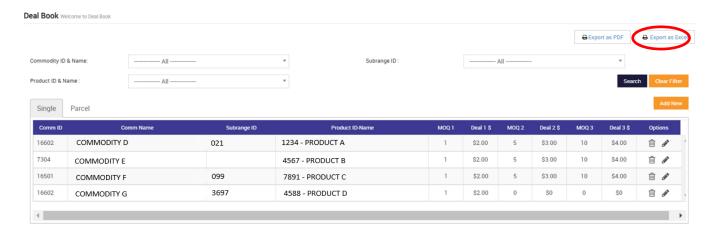


To export as PDF, click on the "Export as PDF" button. When the download finishes, you'll see it at the bottom of your Chrome window. Click the file to open it. From here you can choose to Save or Print the PDF file.

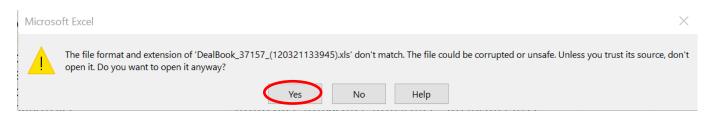




To export as Excel, click on the "Export as Excel" button. When the download finishes, you'll see it at the bottom of your Chrome window. Click the file to open it.



You may get an alert pop up, click yes.



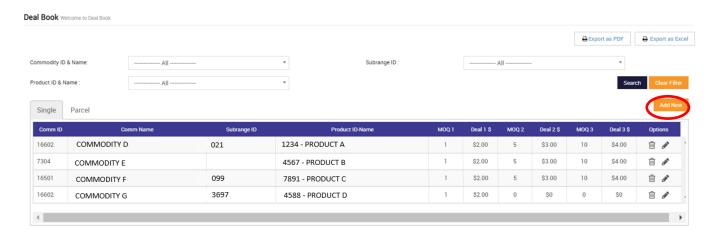
From here you can choose to Save or Print the Excel file.



PDF example is shown below. **Note**, the dates (as circled below) are the delivery window dates that can not be amended, these are agreed to with each Metcash DC to manage the order and delivery process effectively for Expo.

### SUPPLIER NAME Exclusive 2021 Expo Deals Metcash Customer Number: Phone: Customer Name: Customer Signature: MF&G State (please circle): NSW VIC QLD SA WA Email address for orders Deal 2 Deal 3 Cart Qty Product Description Min Deal Qty \$ Min Deal Min Qty Dec 01/07/2021 01/08/2021 Num Range No 01/09/2021 01/10/2021 Qty Single Item De PRODUCT A 1442 021 1234 2.00 3.00 10 4.00 PRODUCT B 1239 4567 2.00 3.00 10 4.00 PRODUCT C 5896 099 7891 24 2.00 3.00 10 4.00 3697 2.00 Parcel Item Deals Metcash Food Mix n Match Mix 'n' Match (Min. Order Qty: 10) Our best sellers! Order a minimum of 10 cases within the parcel to qualify PRODUCT A 1442 021 1234 8.00 PRODUCT C 1239 099 7891 PRODUCT D 5896 3697 4588 10.00 Hot Offer! Buy in Full Pallet quantities to get our Best Ever Deals! et Buys Pallet Buys (Increments of: 110) PRODUCT A 1442 1234 110 24.00 PRODUCT C 1239 099 7891 112 18.00 PRODUCT D 5896 3697 4588 12 110 18.00 Metcash Food Range Buys Range Buys Your customers love our best sellers, they'll' love our new flavours too. PRODUCT A 1442 1234 2 8.00 PRODUCT C 099 2 PRODUCT D 5896 3697 4588 12 15.00

From the Deal Book page, you are able to easily navigate to the Deal Entry page by clicking on "Add New"





# Generating Retailer Orders

The Metcash Ordering System (MOS) allows you to enter the Expo orders you take from retailers. Metcash will then manage the delivery of all stock to retailers across the various release dates (delivery windows).

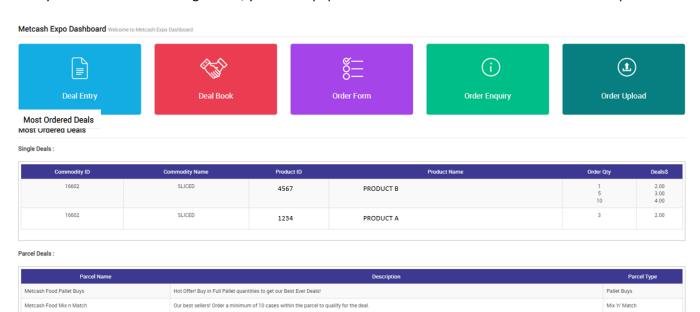
MOS is an online platform, meaning you can enter orders into the system from any location around the world. You no longer need to enter your pre-order forms (turn-in forms) at the event, these can be entered prior to the event. This allows you to focus more on selling at the event, as opposed to processing orders.

Key order entry dates and information can be found on www.metcashexpo.com

Orders can be entered in two ways;

- Order Form (entering all order information online)
- Order Upload (uploading orders on a spreadsheet)

Once you have started entering orders, your most popular deals will show on the Dashboard under Top 5 Deals.

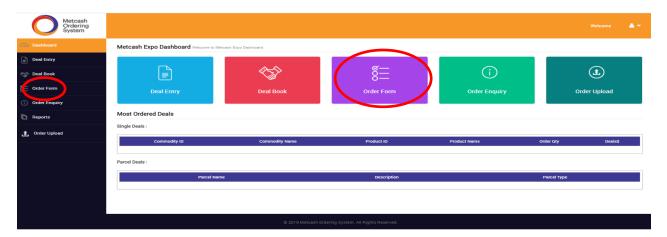




#### Order Entry via Order Form

**Note**; once an order is placed against a deal, that deal can no longer be edited from the Deal Entry page.

To enter orders into MOS, navigate to the Order Form, either from the left-hand navigation menu, on the Dashboard/Home Page.



A pop up will appear where you need to enter the store details.



In the first field you can search for the store either by name or number.

<u>Please note that store numbers begin with a number specific to the store's state/location;</u> NSW=61, VIC =62, QLD = 63, WA = 64, SA = 65.

Store numbers should be a total of eight digits e.g. NSW store number = 61000001

**Note**; It is important that you accurately select the store details at the start of the order. Any error here may result in a complex redirection of stock after the event.



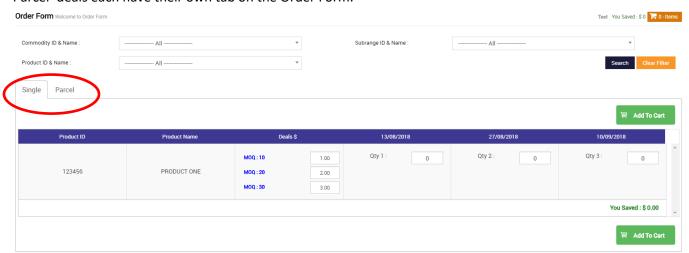
In the second field, ensure you enter the customers email address. This email address is used for multiple purposes during the order process and expo, so it must be correct.

In the third field, put the name of person (first and last name) placing the order (if the order is a turn in order please enter the name of the person that placed the order in store, as per your agreed and signed order form). **Note**; It is important that you capture these details correctly and in full so that any queries about the order can be directed to the person from the store who placed the order.

Once Store, Email and Attendee details have been entered, click on "Submit"



MOS allows you to place orders against the deals you have already created in the system. 'Single' deals and 'Parcel' deals each have their own tab on the Order Form.

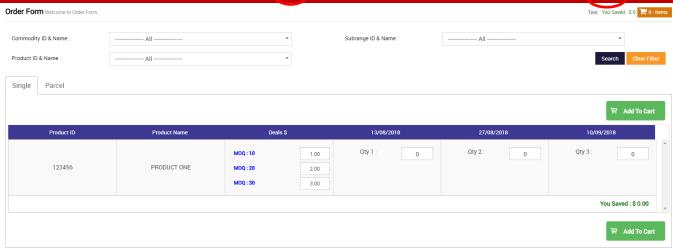


By default, all products will be displayed, listed in the same order as the Deal Book. You also have the option to search for products by:

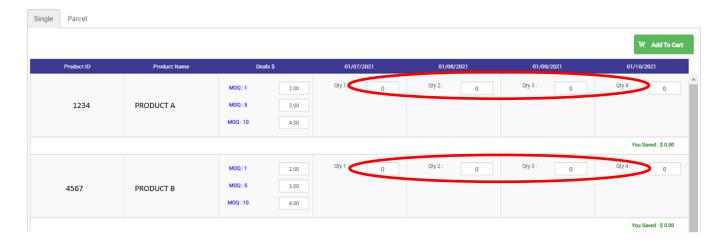
- Commodity ID & Name
- Subrange ID & Name
- Product ID & Name

Click on the drop down arrows for "Commodity & Name" and/or "Subrange ID" and/or "Product ID & Name" to select the desired Commodity, Subranges or Products, then click on the "Search" button.





Once you have found the product(s) you are looking for, enter the number of cases the retailer wants to order on each of the drop dates (i.e. order delivery date, week commencing). It is not required to have quantities for all delivery windows. A retailer can have their order placed against one delivery date.



For single and parcel deals, if the MOQ is not met, a pop up will appear with an error message:

Your Order(s) Qty is less than MOQ. Do you want to continue?

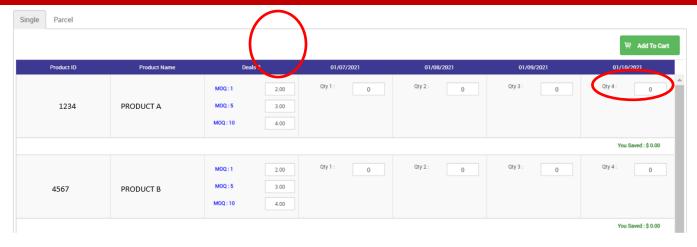


If you select OK, the system will ignore MOQs for the order you are currently entering.

**Note;** If an MOQ is 3 cartons for one product and the retailer orders 1 carton each across 3 delivery windows, the total ordered cartons is 3 and therefore the MOQ requirement is met.

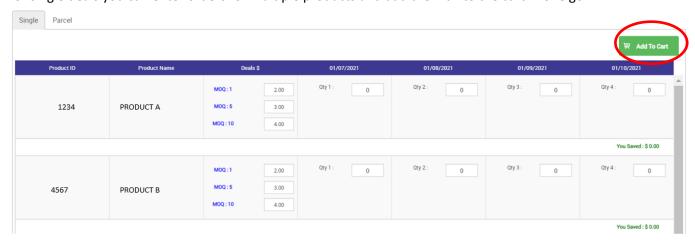
You can adjust the deal values in order to give a **better** deal, however, you must not give a worse deal than has been advertised to our retailers. As you type, MOS will automatically calculate the retailer's savings\* based on the deal values and the total order quantity across the dates.





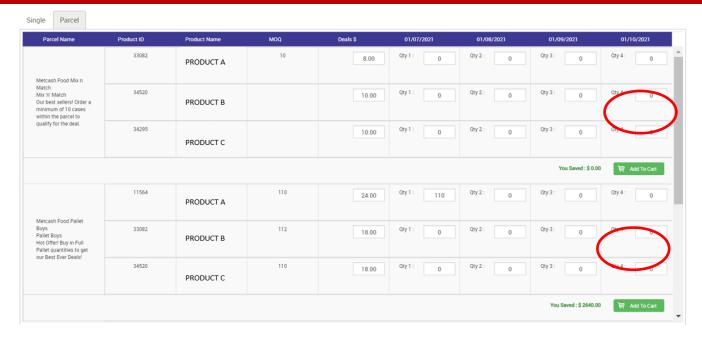
\*The product costs in MOS are based on New South Wales pricing, and whilst they are updated regularly, they are not live. As such, dollar values for orders in MOS reports will always be approximate.

Once you have entered the quantities, click the "Add To Cart" button. For single deals you can enter orders for multiple products and add them all to the cart in one go.



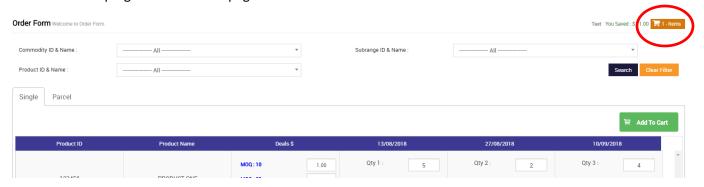
Parcel deals must be added to the cart one at a time.





#### Viewing the cart and completing the order

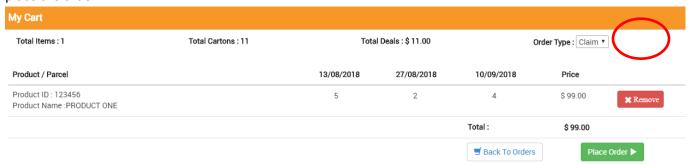
Once you have finished adding products to the order, you will need to view the Cart by clicking on the "Items" button in the top right corner of the page.



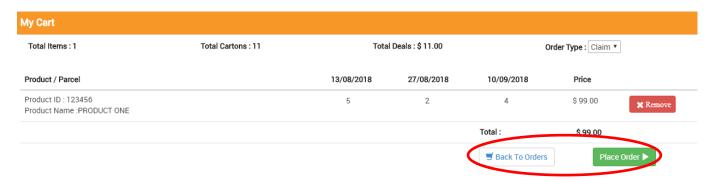
When viewing the cart, you can change the order type to cash if you have agreed to pay the retailer a cash or cheque rebate or leave it as claim, meaning that Metcash will pass the rebate to the retailer and you will receive a claim at the end of the week of dispatch.



You can also remove any products or parcels which have been added by mistake or which you need to reenter the quantities for. From the cart you can either return to the Order Form to add more products, or you can place the order.



From the cart you can either return to the Order Form to add more products, by clicking on "Back to Orders", or you can place the order by clicking on "Place Order".



# Once placed, an order is committed to the system and will need Metcash Admin Support to either delete or change.

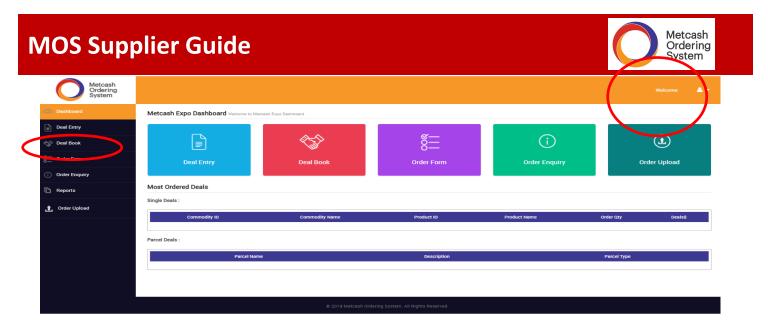
Once the order is placed, you will be prompted to email a confirmation to the retailer.

Enter the emails addresses for the store (Email) and for your copy (Vendor Email) and click "Send".



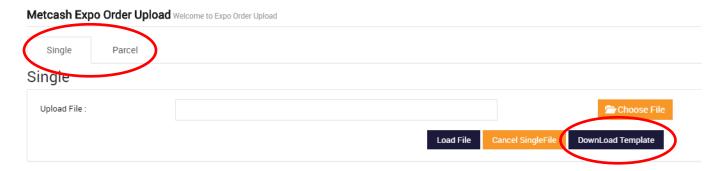
#### Order Upload

Orders can be uploaded via an Excel spreadsheet downloaded from MOS. To download the template, navigate to the Order Upload page, either from the left-hand navigation menu, on the Dashboard/Home Page.



#### Downloading the order template

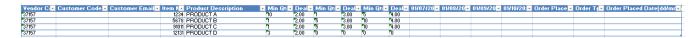
There are separate templates for Single and Parcel deals. To download the template, select the Single or Parcel tab and click the download template button.



When the download finishes, you'll see it at the bottom of your Chrome window. Click the file to open it.

#### Adding order(s) to the template

Once you have downloaded the template, open it in Microsoft Excel. You will see a list of your deals is already on the template.



You must add:



- The Customer Code I.e. Store number (remember these are 8 digits see note on state prefixes)
- The Customer email address
- The number of cases ordered on each date
- The name of the person who placed the order
- The Order Type (whether it is Cash or Claim)
- The date the order was placed (which could be earlier than the date you are uploading it)
- All Parcel deals must have all the above fields entered against each product; however, the quantity can be zero (0) so long as the other parcel conditions have been met.

Vendor C ∙	Customer Code - Customer Email -	Item N Product Description	Min Qt	Deal	Min Qtj	Deal -	Min Qt		01/07/20 - 0	1/08/20 -	01/09/20 -	01/10/20:	· Order Place ·	Order Ty	
37157	6100001 teststore@iga.com	1234 PRODUCT A	710	2.00	n	3.00	5	4.00	5	3	3		4 Samantha Smith	Claim	7/07/2021
37157	6100001 teststore@iga.com	5678 PRODUCT B	'n	2.00	5	3.00	10	4.00	3	2	1		6 Samantha Smith	Claim	7/07/2021

You can copy the deals down and include multiple stores in one file. MOS will then split out the orders when you upload the file.

Data integrity is key to using the Upload Form.

**Do not** add tabs/worksheets to the beginning of the excel file. The first tab in the upload document must be the order form. The tab can be renamed but must not be repositioned.

Do not delete or add any columns

Do not enter Retailer Codes that are not Metcash Store Numbers

Do not change Item Numbers or Product Descriptions

You can remove rows from the data file if there are no orders being placed against it.

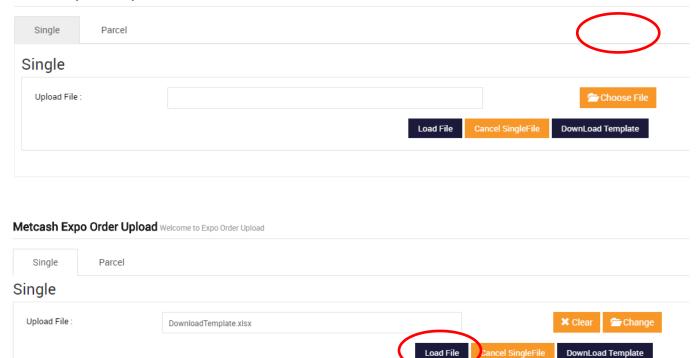
When you are finished adding information, save the excel file.

#### Uploading the order

To upload the file, first click the "Choose File" button on the relevant tab (single or parcel) of the Order Upload screen and select your file. Then click on "Load File" and it will be uploaded.

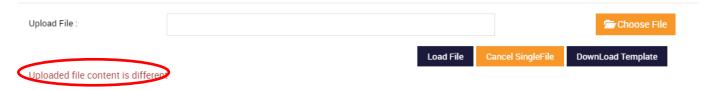


#### Metcash Expo Order Upload Welcome to Expo Order Upload



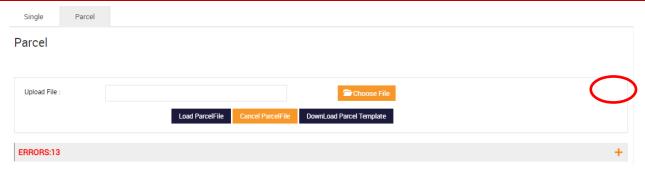
"Uploaded file content is different" message will appear if there are errors with the upload file. Such as;

- Template formatting was changed
- · An old template is being used
- A parcel file is being uploaded under the single tab
- A single file is being uploaded under the parcel tab



"Errors: XX" message may appear. Click on the "+" to expand the data to see what line(s) have errors.





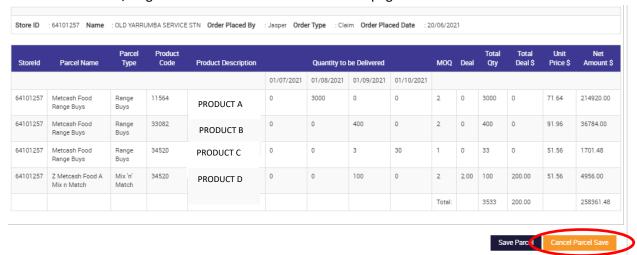
You can now see the line(s) that has the error and what is causing the error.

The section in red (error log) indicates the errors and what you are required to fix in your upload file before the orders in error can be processed.

If you have errors, the recommendation is to go back to your original upload document and fix the errors. In MOS cancel all uploads by clicking on "Cancel Parcel Errors" in the ERRORS section and



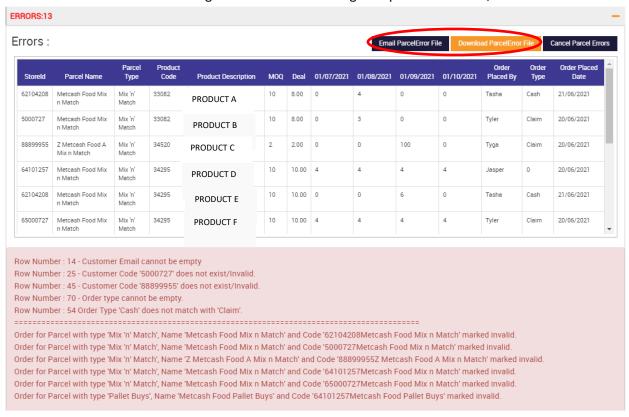
Also "Cancel Parcel/Single Save" at the bottom of the orders page.



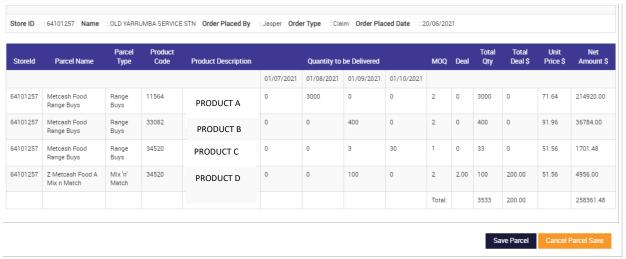
Once you have cancelled everything, re upload your order file that now has the errors fixed.



There is an option to email or download the Error File to use it to fix errors and upload this file with errors corrected. Note these files will only have the error orders/lines, not the whole order upload file and the Row Number details in the red error log section refer to the original upload document, not the error file.

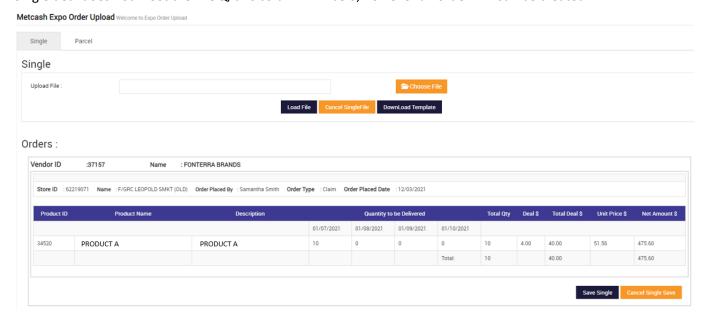


**Note**; orders that have no errors will be able to be processed. Scroll to the bottom of the page and select "Save Single" or "Save Parcel" if you want to process these orders. A key watch out is that these orders must be removed from any subsequent order file upload documents to avoid them being processed twice.





Once the file has been successfully uploaded, MOS will show you a preview of the order(s). Ensure that you check the Deal\$ and/or Total Deal \$ Columns to see that a deal value has been applied. If a Single deal does not meet the MOQ, this column will be 0, however an order will still be created.



Once you are ready to commit the orders to the system, click on the "Save Single" or "Save Parcel" button. If you click on the "Cancel Single Save" or "Cancel Parcel Save", this will delete the upload, you can amend the order in Excel, save the Excel file and reupload to MOS.

#### Orders: Vendor ID :99999 : EXAMPLE PTY Store ID 61000001 SUPA IGA EXAMPLE Order Placed By : John Smith 08/07/2018 13/08/2018 10/09/2018 27/08/2018 PRODUCT TWO 234567 PRODUCT TWO 20 30 50 100 3.00 300.00 10.00 700.00 Total 100 300.00 700.00

You will then be prompted to send a confirmation email to the retailer. Enter the emails addresses for the store (Email) and for your copy (Vendor Email) and click Send.



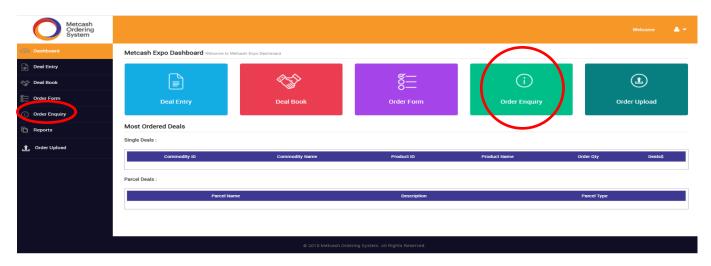


#### **Order Review**

Orders placed are stored in the system and can be viewed at any point. It is also possible to Export reports on your orders from the system.

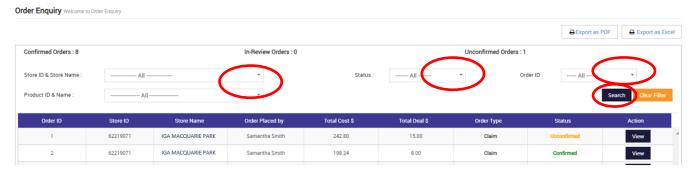
#### Order Enquiry Screen

To view orders into MOS, navigate to the Order Enquiry page, either from the left-hand navigation menu, or the Dashboard/Home Page.

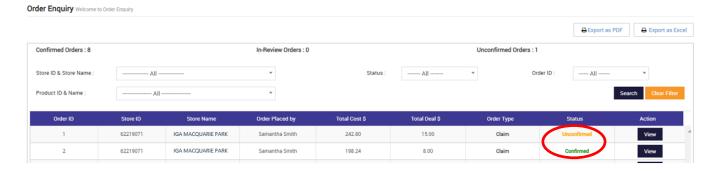


By default, all your orders will be displayed, in the order that they were placed.

You can filter to see orders by store, status of the order, or by the order number to limit the number of orders displayed. Clicking on the down arrows, then click "Search".

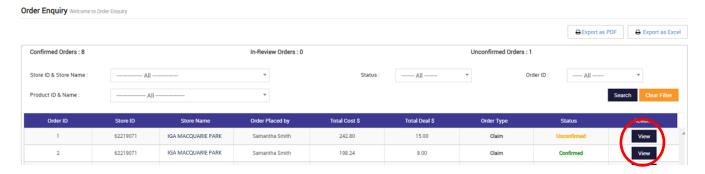


The status of all orders will be 'Confirmed' unless you have contacted Metcash support to allow one to be edited.

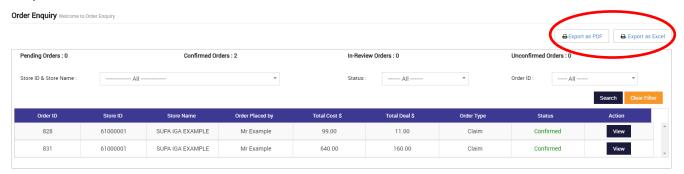




You can click on 'View' to see more detail about an order. If the order has been made editable by Metcash support, this is also where you can make any necessary amendments.



You can export the information for orders you are viewing either as a PDF or in Excel format. The export will download the orders based on the search filters you have applied. If there are no filters applied, all reports will be exported.

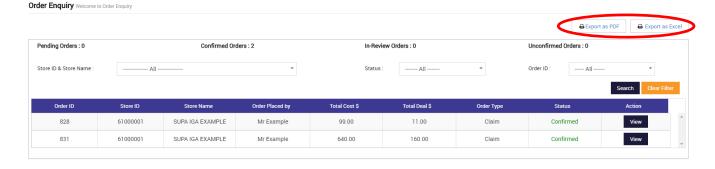


To export as PDF, click on the "Export as PDF" button. When the download finishes, you'll see it at the bottom of your Chrome window. Click the file to open it. From here you can choose to Save or Print the PDF file.

To export as Excel, click on the "Export as Excel" button. When the download finishes, you'll see it at the bottom of your Chrome window. Click the file to open it.

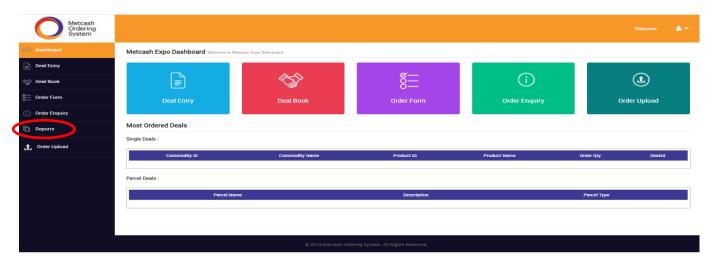
If you need to amend or cancel an order, you will need to contact Metcash support via email at MOS@metcash.com.





#### Reporting

To run report in MOS, navigate to the Reports page from the left-hand navigation menu.

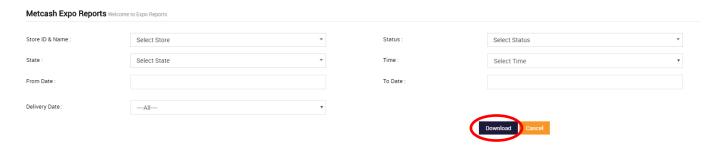


You can download reports on the orders you take from the system which include data on what has been ordered, by which retailers, which deal the product was ordered through, and the dollar values of the order and discount\*. The reports are in Excel format, so you can manipulate them to extract information as you require.



\*The product costs in MOS are based on New South Wales pricing, and whilst they are updated regularly, they are not live. As such, dollar values for orders in MOS reports will always be approximate.

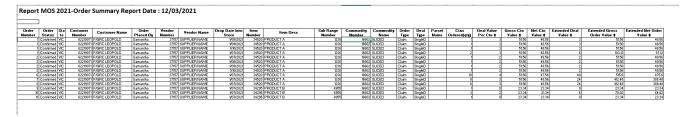
On the reports screen there are various filters which you can apply to restrict which orders appear on the report. To download a report including all your orders, click on 'Download' without setting any filters. When the download finishes, you'll see it at the bottom of your Chrome window. Click the file to open it.



You may get an alert pop up, click yes.



The report will open and here you can view all the orders based on your filter search. This is a great report to check that orders have been entered as you expected.

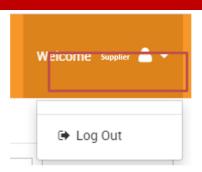


If you need to amend or cancel an order, you will need to contact Metcash support via email at MOS@metcash.com.

#### Logging Out

To exit your secure website click on the drop down on the Welcome "Supplier" icon in the top right hand corner of all pages, select Logout, and you will return to the login page.





#### **Contact Us**

For ongoing MOS Support, please contact us at <a href="MOS@metcash.com">MOS@metcash.com</a>