

Who is SPS Commerce?

Cornerstone Brands Partnership with SPS Commerce

- Cornerstone Brands has partnered with SPS Commerce, Inc., a leading provider of EDI solutions, to facilitate our electronic business to business communications. [SPS Commerce, Inc.](#) offers a range of hosted EDI solutions ranging from web browser based to direct integration with your back-end applications. If you have in-house EDI capabilities or have already partnered with an eCommerce enablement company, you may Test & Certify these existing capabilities for our EDI program through SPS Commerce, Inc.
- Please contact SPS Commerce's Community department for more information regarding how to enable EDI capabilities with Cornerstone Brands.

What is EDI?

EDI Requirements

- EDI stands for electronic data interchange. It allows you, the Vendor, to exchange documents electronically with Cornerstone Brands (Ballard Designs).
- Each business document you exchange has a corresponding EDI number. See below for a list of required document names and their corresponding EDI numbers for Cornerstone Brands (Ballard Designs).
- EDI will help streamline operating efficiencies, enrich business relationships, decrease manual processes, and increase document accuracy.

EDI Documents & Definitions

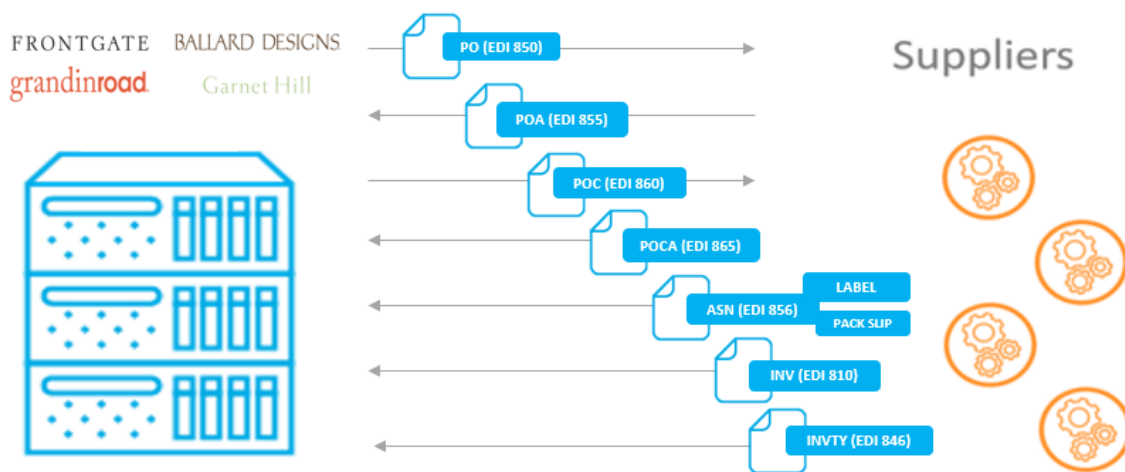
- **To review the published specifications and other resources please go to the Cornerstone Brands Vendor Resource Site**

 <https://supplierwiki.supplypike.com/supplier-site/ballard-designs-oso>

- **Inventory Advice (EDI 846):** Dropship Vendor sends to Cornerstone Brands (Ballard Designs) providing visibility in inventory available. *(This document is expected as often as possible, but at minimum sent daily (every 24 hours). The mutual benefit from doing so will help prevent stock-out orders from taking place.*
- **Purchase Order (EDI 850):** Cornerstone Brands (Ballard Designs) sends to Vendor as a request for product and to initiate the fulfillment cycle.
- **PO Acknowledgment (EDI 855):** Vendors send to Cornerstone Brands (Ballard Designs) to confirm receipt of purchase order or report discrepancies of PO, such as a backorder, pricing change, product identifiers, and/or change in ship date, etc. *(All orders are expected to be acknowledged within 48 hours. Note: Ensuring Orders and Acknowledgments have matching line level detail is critical)*
- **PO Change (EDI 860):** Cornerstone Brands (Ballard Designs) sends to Vendor to update or cancel an existing purchase order.
- **PO Change Acknowledgment (EDI 865):** Vendors send to Cornerstone Brands (Ballard Designs) to confirm receipt of purchase order change cancellation to indicate if the change was Accepted (order was canceled and not shipped) or Rejected (order has already shipped).

- **Advance Shipping Notice (EDI 856):** Vendor sends to Cornerstone Brands (Ballard Designs) with details of the shipment and tracking detail prior to shipment. *(All orders are expected to have a Ship Notice within 48 hours of the Order Requested Ship By Date. Note: Ensuring Orders and Ship Notices have matching line level detail is critical)*
- **Branded Packing Slip:** Vendor includes in shipment direct to consumer.
- **GS1-128 Shipping Label:** Vendor uses required label on products for shipments to Cornerstone Brands (Ballard Designs) Fulfillment Centers.
- **Invoice (EDI 810):** Vendor sends to Cornerstone Brands (Ballard Designs) to request payment of goods. *(All orders are expected to have an Invoice payment terms of the Order Requested Ship By Date. Note: Ensuring Orders and Invoices have matching line level detail is critical)*

BULK SHIP (Stock) & DIRECT SHIP (Dropship) OMM



How is EDI used and what are the solution options?

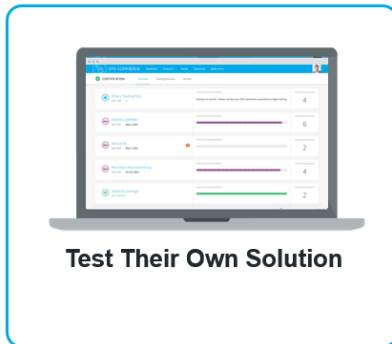
Solution Options

- Cornerstone Brands (Ballard Designs) Vendors will send and receive all documents via EDI by utilizing one of the following [solutions](#):
 - SPS Commerce's Fulfillment Solution (web-based UI to meet all technical requirements of EDI)
 - System Automation is also available option for vendor's looking for integrated services with your system of record. It is common to integrate only those documents preferred to be supported natively within your system while leveraging Web Fulfillment for the rest
 - SPS Commerce's Testing & Certification service using your existing EDI solution or third-party provider

For information about SPS COMMERCE solutions, products, or services, please contact your SPS COMMERCE Consultant or the SPS COMMERCE Support Team at: support@spscommerce.com or 888-739-3232. For information about the completion of activities on the Cornerstone Brands (Ballard Designs) EDI requirements and business expectations, please contact Cornerstone Brands (Ballard Designs) directly

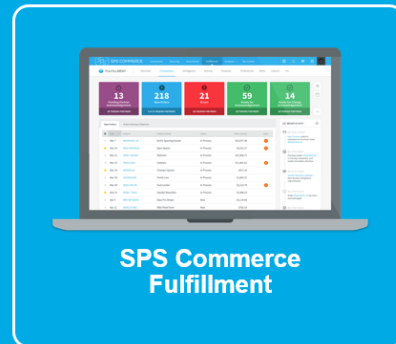
SPS Trading Partner Journey: Non-Exclusive Solution Options

Removing Technology as a barrier, no matter the Vendor capability



Test Their Own Solution

Already have something,
will use it going forward.



**SPS Commerce
Fulfillment**

Need something new,
will use it going forward.

How do New Vendors get started with EDI for Cornerstone Brands (Ballard Designs)?

New Vendor Onboarding

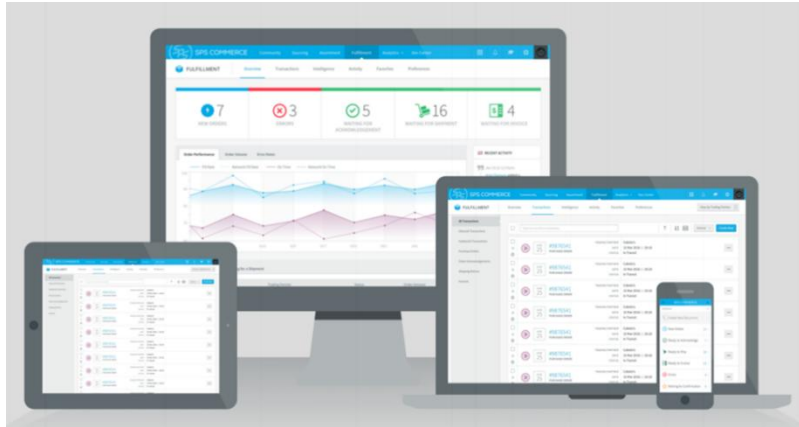
- Prior to Cornerstone Brands (Ballard Designs) sending a Vendor their first PO, the Vendor will be contacted by SPS Commerce.
- Once Cornerstone Brands (Ballard Designs) submits a partner to SPS, the partner has 60 days to become compliant on a long-term solution (SPS Commerce's Fulfillment solution or complete a Testing & Certification process of a non-SPS Commerce Solution)
- If a Vendor is already EDI capable, SPS Commerce will provide access to a testing environment to conduct certification for all Cornerstone Brands (Ballard Designs) 's mandatory transactions.
 - If a Vendor does not complete their implementation within the 60 days, the Vendor will be able to utilize the SPS Commerce Fulfillment solution to fulfill these documents until certification is complete.

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What is SPS Commerce's Fulfillment Solution?

SPS Fulfillment

- SPS Commerce's [Fulfillment](#) is a 100% browser-based EDI service that lets Vendors quickly comply with their trading partners' requirements, exchange purchase orders, invoices and more. Fulfillment is accessible anywhere and extends the flow of critical order and invoice information to remote offices, factories and business partners.



I need more information

Resources

- Visit Cornerstone Brands (Ballard Designs)'s vendor resource site for additional information about the EDI requirements and solution options.
- **SPS Community Team Email:** community@spscommerce.com or SPS named Community resource
- **Vendor Resource Site:** <https://supplierwiki.supplypike.com/supplier-site/ballard-designs-oso>
 - Contains program documentation, program timeline, training materials and EDI specifications
- **SPS Training Center:** <https://trainingcenter.spscommerce.com/>
- **SPS Status Page:** status.spscommerce.com
- **Cornerstone Brands (Ballard Designs) SPS Fulfillment Training:** <https://trainingcenter.spscommerce.com/app/courses/8b94d6ce-d7dc-4276-aec7-f606133be39f>
- **Cornerstone Brands Vendor Compliance Site:** <https://www.ccsinc.com/>

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General EDI Questions

What is EDI?

Electronic Data Interchange (EDI) is a business-to-business, computer-to-computer exchange of transaction information such as purchase orders (POs), invoices and advance shipping notices (ASNs). EDI document structure is governed by popular standards development boards such as ANSI ASC X12, EDIFACT and RosettaNet. EDI data can be transmitted through communication protocols like Value Added Network (VAN), Internet EDI via AS1, AS2, and FTP.

Is EDI a programming language?

In order to understand what EDI is, it's important to understand what EDI is not.

- **EDI is not a programming language**
- **EDI is not email**
- **EDI is not a custom FTP file**
- **EDI is not new**
- **EDI is not just for large companies**
- **EDI is easier than you think**

I already have EDI but it's not with SPS. Can you clarify requirements for me?

You will still need to work with SPS to test your existing EDI solution. Upon successfully completing certification, you can continue to utilize your current EDI service provider. SPS offers an EDI Testing Service that is a hosted testing platform simulating the production EDI environment of Cornerstone Brands (Ballard Designs), helping your organization efficiently develop, build and test the transaction maps, validate content of fields, workflow, connectivity with your VAN, and helping assure proper interaction with your accounting system. The service is available for use on a 24/7 basis and is staffed with a call center of dedicated, EDI specialists trained on the unique guidelines of Cornerstone Brands (Ballard Designs).

Why can't I use my current EDI provider for the initial testing and certification?

Cornerstone Brands (Ballard Designs) has contracted with SPS Commerce to provide a standard test environment that mirrors Cornerstone Brands (Ballard Designs) EDI production environment, complete with Cornerstone Brands (Ballard Designs) EDI approved specs. Cornerstone Brands (Ballard Designs) does not have the internal IS resources to onboard all vendors individually nor to create multiple test environments with multiple service providers. By contracting with one large, well known EDI provider (SPSC) Cornerstone Brands (Ballard Designs) will be able to maintain updated EDI specs across time for on-boarding vendors.

I do not currently have EDI. What do I do?

There are a number of options and service providers available for vendors who do not currently have EDI. SPS offers pre-certified EDI services that meet Cornerstone Brands (Ballard Designs)'s EDI requirements without any testing or integration by your company. SPS Commerce's Fulfillment is a 100% browser-based EDI service that lets you quickly comply with Cornerstone Brands (Ballard Designs)'s requirements. Resembling popular web email programs like Gmail and Yahoo! Mail, Fulfillment is accessible anywhere and operations are managed by SPS. The Fulfillment service is provided for a one-time set up fee and a monthly fee depending on your volume needs. Pricing will be discussed at the webcast.

I have EDI, but cannot do a certain document. What do I do?

All documents are required by Cornerstone Brands (Ballard Designs). For vendors whose current EDI solution is not capable of certain documents, full compliance can be achieved by using SPS Fulfillment as a hybrid solution or any other EDI service provider that you choose that can meet Cornerstone Brands (Ballard Designs) specifications. Fulfillment can be combined with any EDI solution and used for any documents you cannot comply with. Fulfillment is a monthly subscription, so it can be used long term, or until you are capable of testing all documents.

What is a Purchase Order Acknowledgement and how is it used?

A Purchase Order Acknowledgement (POA) is a notification to Cornerstone Brands (Ballard Designs) to confirm receipt, reject, or request modification of an order back to Cornerstone Brands (Ballard Designs). These changes can include but are not limited to price, quantity, and dates.

What is an Advance Ship Notices and how is it used?

An Advance Ship Notice (ASN) is a notification to Cornerstone Brands (Ballard Designs) of pending deliveries. In addition, it can be used to alert Cornerstone Brands (Ballard Designs) if there is a difference between what was expected and what has been shipped.

What are the benefits I can expect from EDI?

- Reduced manual data entry errors
- Streamlined transaction processing
- Increased productivity without increased operating costs
- Real-time exchange of data
- Reduced paper handling
- Greater coordination of activities between you and Cornerstone Brands (Ballard Designs) due to more synergistic data sharing