

Vendor Portal Reference Guide

Scan-Based Promotional Agreements



Version 1.2 July 2018





1.	Understanding Scan-Based Agreements in Vendor	r Portal2	
2.	View Agreements and Export Data	7	
3.	Create New Promotional Agreement	13	
	Quick Reference Guide	14	
	Step 1: Enter Agreement Details	15	
	Step 2: Add Items and Adjustment Amounts	20	
	Step 3: Add Comments (optional)	24	
	Step 4: Send Agreement to DeCA	25	
	How to Make Exceptions to the Store List	26	
	Using the Default Values Editor	28	
4.	Negotiations and Changes to Agreements	28	
5.	View Final Agreements and Invoices	41	
6.	Need Help?	47	

July 2018



1. Understanding Scan-Based Agreements in Vendor Portal

April 2018 2



This enhancement to the Vendor Portal allows vendors to **create, negotiate, and finalize scan-based promotional agreements** electronically with DeCA for:



Manager Special Scandown - A promotional scandown tied to a National Promotional Event



Hot Deal Scandown – Promotions with a shorter scandown period that may or may not be tied to an event



Seasonal Scandown – Markdown of items at the conclusion of a Seasonal Event (e.g., Christmas, Easter, Suncare, etc.)

In conjunction with this enhancement, BillBack Manager (BBM) will track scandowns at stores and generate monthly invoices reflecting the amount owed to DeCA based on the vendor agreement.

Invoices will contain a summary invoice listing the total for each store and an item detail for each store.

Invoices will be emailed to vendors' designated contact(s). Both the current and prior months' invoices will be posted in Vendor Portal under the **View Generated Reports** module.

NOTE: The Scan-Based Agreements enhancement is only available to CONUS vendors at this time (includes Alaska and Hawaii). OCONUS vendors (located outside the United States) will continue to use their current processes for submitting scan-based agreements.



What's New and Different?

Before this enhancement scandown promotions were submitted as *Vendor Item Adjustments* with an Adjustment Code 10.

Now vendors will use the Agreement module to submit scandown promotions

- Manager Special scandown as BillBack Type 2 Agreements to DeCA Category Manager
- Seasonal scandown as BillBack Type 3 Agreements to DeCA Promotional Team
- Hot Deal scandown as BillBack Type 4 Agreements to DeCA Category Manager



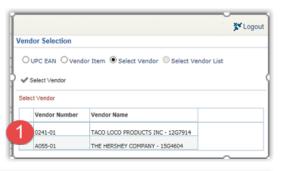
Promotional Agreements are characterized by the following:

Promotional Agreement Type	BillBack Type	Event ID Required?	Tied to Promo Grid?	Submission Requirements (before promo start date)
Manager Special Scandown	2	Yes	Yes	Minimum of 120 Calendar Days
Seasonal Scandown	3	No	No	Minimum of 3 Calendar Days
Hot Deal Scandown	4	No	No	Minimum of 3 Calendar Days



The First Step

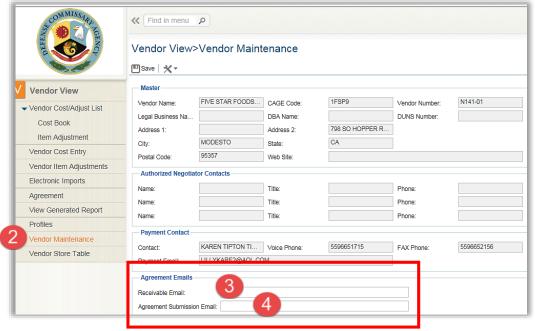
 Log into Vendor Portal and acknowledge the DoD Notice and Consent Banner. The Vendor Selection screen displays. Double click on row to select Vendor/Contract. (NOTE: Refer to the Vendor Portal Reference Guide if needed -https://www.commissaries.com/sites/default/files/2017-10/vendor-portal-reference-guide.pdf)



- Before you begin using the Vendor Portal Agreement module, open the Vendor Maintenance module and enter Agreement Emails information. IMPORTANT: This information must be completed.
- 3. In Receivable Email, enter the email address(es) of persons authorized to receive invoices via email.
- 4. In Agreement Submission Email, enter the email address(es) of person(s) authorized to submit scan-based promotional agreements and receive email notification.

Separate multiple email addresses with a comma, for example:

(number1@company.com, number2@company.com, number3@company.com)





CAUTION: If you delete or overwrite an existing email address, that person will no longer receive emails from the system.

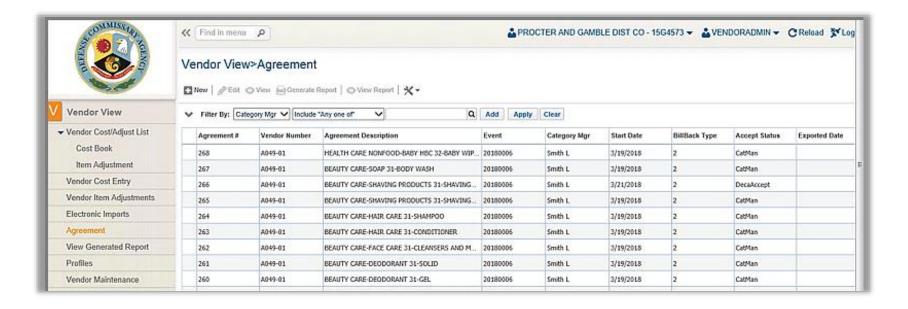


Viewing Agreements after the Data Conversion...

When accessing the Agreement screen for the first time after the data conversion, you will only see BillBack Type 2 (Manager's Special) agreements that were migrated. As you add new agreements, the grid will display those agreements.

Existing accepted and staged (pending) agreements for Manager's Special (formerly Adjustment Code 10) will convert to scan-based agreements, BillBack Type 2.

- Accepted agreements will show a status of **DecaAccept**.
- Staged agreements will show a status of CatMan, meaning the next step is for the DeCA Category Manager to review and take action.



July 2018 6



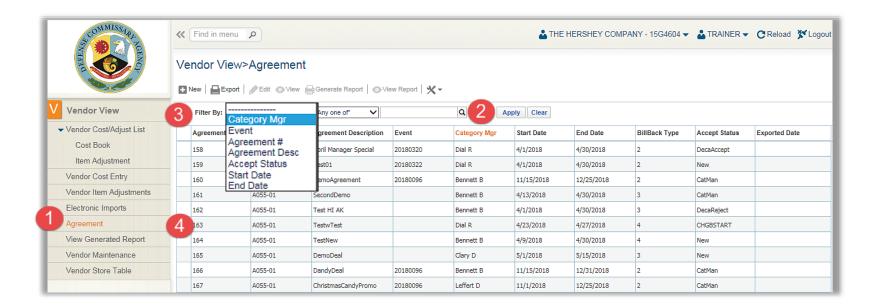
2. View Agreements and Export Data

April 2018 7



To View Agreements...

- 1. Select the **Agreement** module from the Vendor Portal main menu.
- 2. To see all Agreements for your contract, click **Apply**.
- 3. You can also use **Filter By** to narrow the displayed entries (see the Vendor Portal Reference Guide if you need a refresher on how to use filters).
- 4. Double click on the row to view the Agreement Details screen.



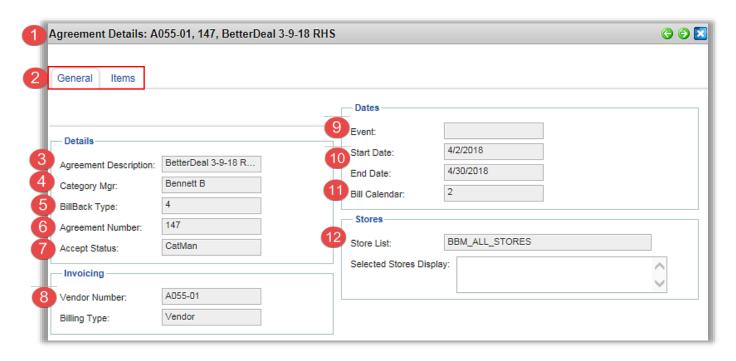
July 2018 8



View Scan-Based Agreements

Agreement Details Screen - General Tab

Following is an overview of the Agreement Details screen data fields.



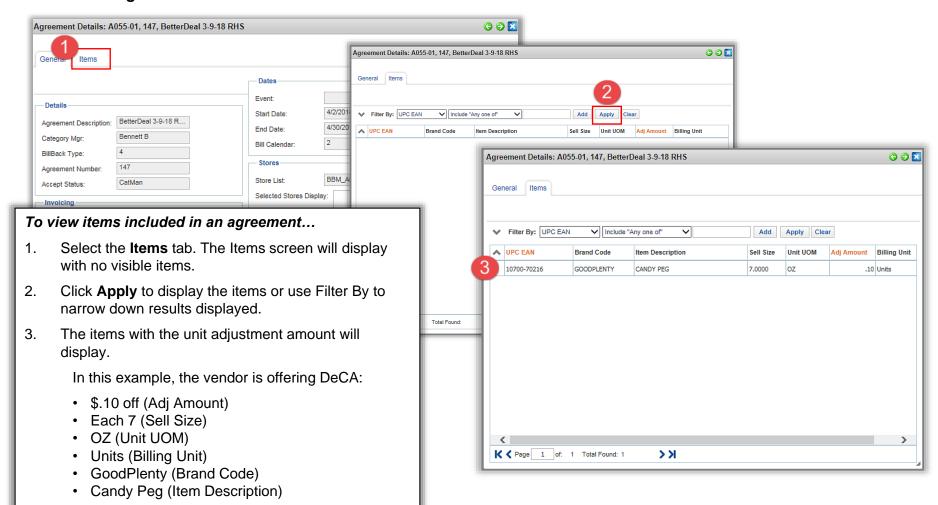
- Agreement Details Identifies Vendor Number and Agreement Description
- 2. Tabs toggle between General and Item data
- 3. Agreement Description Text describing the agreement
- 4. Category Mgr Category Manager
- 5. BillBack Type Entry of 2, 3, or 4
- 6. Agreement Number System generated

- 7. Accept Status Current Accept Status of agreement
- 8. Invoicing Vendor Number and Billing Type
- Event –BillBack Type 2 agreements will have the corresponding Event number in this field; others will not
- 10. Start/End Date Beginning and Ending date for agreement
- 11. Bill Calendar– default set to Monthly Billing (Code 2)
- 12. Store List default to BBM All Stores



Agreement Details Screen - Items Tab

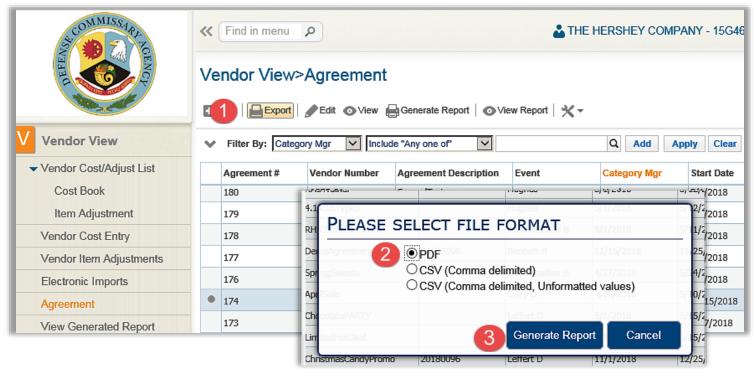
Following is an overview of the Agreement Items screen. Additional information is provided in the *Create New Promotional Agreements* section.







To Export Data from the Agreement Grid...

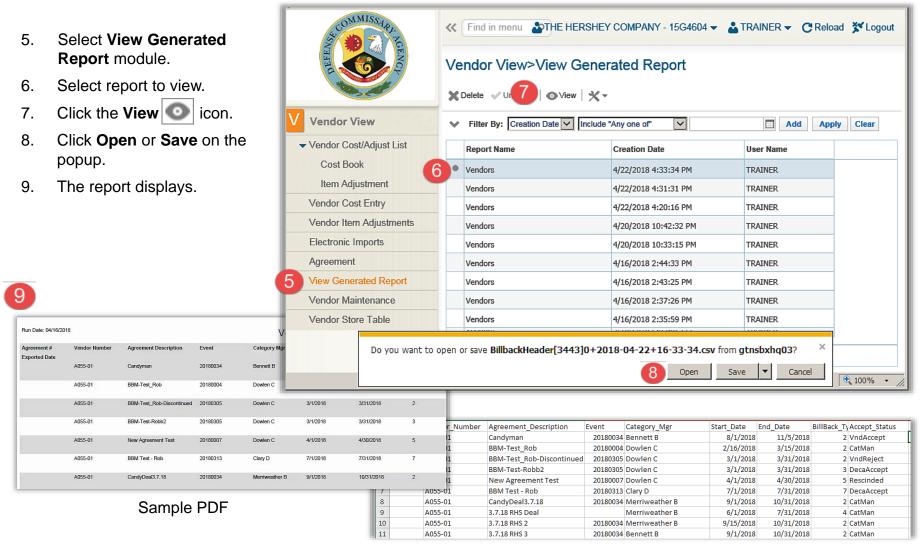


- 1. Click **Export** icon.
- 2. Select File Format.
- 3. Click Generate Report.
- Click Ok in confirmation box.





Export Data from Agreement Grid



Sample CSV



3. Create New Promotional Agreement

Step 1: Enter Agreement Details

Step 2: Add Items and Adjustment Amounts

Step 3: Add Comments (optional)

Step 4: Send Agreement to DeCA

April 2018 13



Quick Reference Guide to creating a new scan-based promotional agreement

Step 1 – Enter Agreement details

- 1. Select **Agreement** module.
- 2. Click New icon.
- 3. Enter Agreement Description.
- 4. Select Category Manager.
- 5. Select Billback Type.
- 6. If BillBack Type 2 (Manager's Special), select the Event ID.
- 7. Select Start Date and End Date.
- 8. Bill Calendar defaults to 2 (do not modify).
- Vendor Number and Billing Type are system generated.
- 10. Store List defaults to BBM ALL STORES. Select alternative from dropdown or select individual stores if needed.
- 11. Click **Save**, then click **OK** on the confirmation message. The *Accept Status* changes to New.

Do NOT click Next Status icon until you add items.

Step 2 - Add Items and Adjustment amounts

To add a single item...

- 1. Select **Items** tab.
- Enter or select UPC.
- 3. Enter Adjustment Amount and select Unit as the Billing Unit.
- 4. Click **plus** icon to save entry.
- 5. Repeat above to add additional items.
- Click Save when all items added and click OK on the confirmation message

To add multiple items...

- 1. Select Items tab.
- 2. Click Add Multiple Items icon.
- 3. Enter UPCs with comma separators or cut and paste (CRTL V) UPCs.
- 4. Click Validate UPC button, then click OK on the confirmation message.
- 5. If the adjustment amount is the same for all items, in *common billback items detail* box, enter the adjustment amount and select Units as the Billing Unit. Click Save and OK on the confirmation message.

If the adjustment amount varies for items, select Units as the billing Unit (do not enter an adjustment amount). click **Save** and **OK** on the confirmation message. Enter the adjustment amount for each item. Click **Save** and **OK** on the confirmation message.

Step 3 - Add Comments if applicable

- 1. Click on the Comments icon.
- 2. Under Agreement Comments or Invoice Comments, click the down caret in *Message Text* box to add a row and click inside row and turn it blue.
- 3. Click inside Message Text Editor box and enter text.
- 4. Click the **plus** icon to save. Text shows in Message Text box.
- 5. Click **Close** to return to General tab.

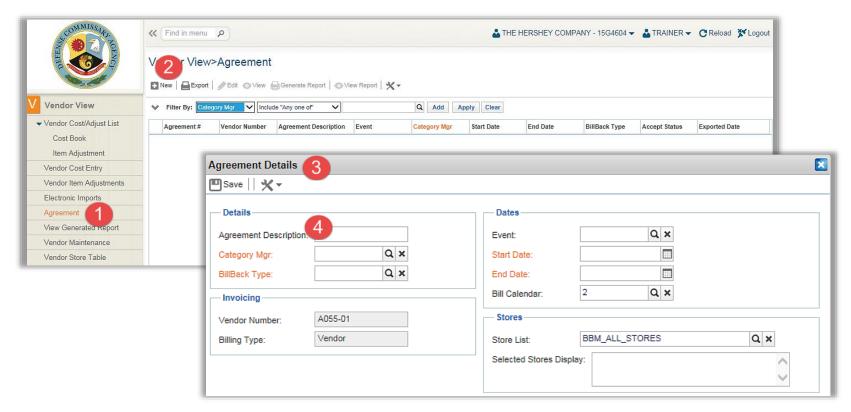
Step 4 – Send Agreement to DeCA

- 1. Click the Next Status icon.
- 2. Select CatMan or Promo and click **OK**, then click **OK** on the confirmation message.
- 3. The *Accept Status* will show as CatMan or Promo. DeCA now has the agreement and you cannot edit it.



Step 1: Enter Agreement Details

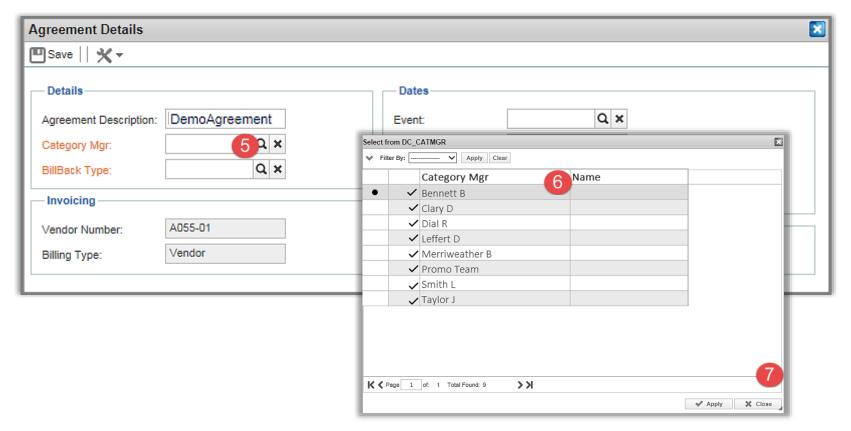
- Select Agreement module.
- Agreement Module displays; click New ☐ icon.
- 3. Blank Agreement Details screen displays.
- 4. Enter Agreement Description.





Step 1: Enter Agreement details (cont.)

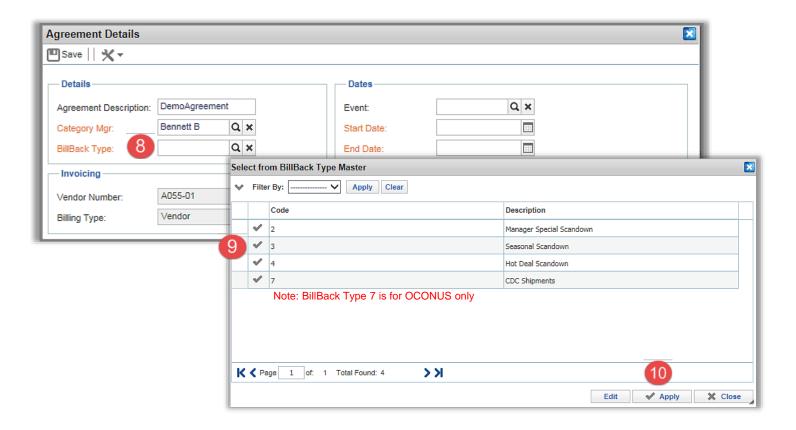
- 5. In the mandatory Category Mgr field, click the Find \(\oldsymbol{Q} \) icon to open the **Select from DC_CATMGR** screen.
- Click on the row to select the Category Manager.
- 7. Click **Apply** or double click on the row to insert into the Agreement Details screen.





Step 1: Enter Agreement details (cont.)

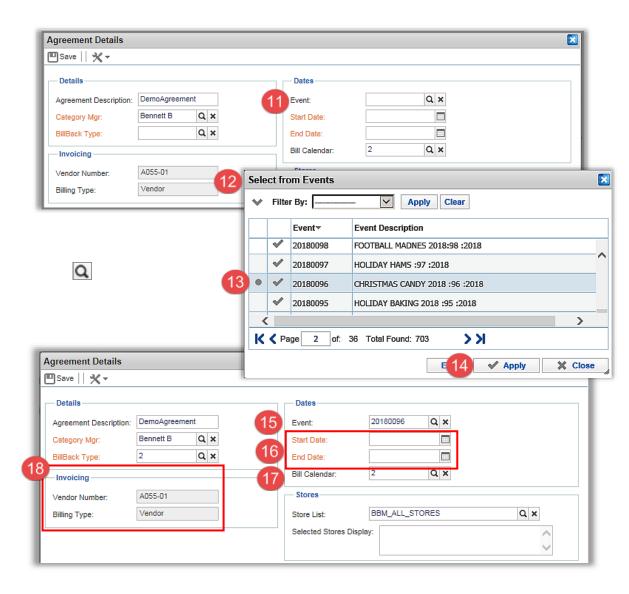
- 8. Agreement Details screen displays showing Agreement Description and Category Manager. Click the **Find** icon in the mandatory **BillBack Type** field to open the **Select from BillBack Type Master** screen.
- 9. Click on a row to select the BillBack Type from the available options.
- 10. Click **Apply** or double click on the row to insert into the Agreement Details screen.





Step 1: Enter Agreement details (cont.)

- 11. BillBack Type 2 requires an Event ID entry no entry is needed for Types 3 and 4. For Type 2, click on the Find icon.
- 12. The **Select from Events** screen displays.
- 13. Select the appropriate Event row.
- Click Apply or double click on the row to insert into the Agreement Details screen.
- The Agreement Details screen displays and now shows the Event ID.
- 16. Click on the calendar icons to select Start Date and End Date for the Agreement these are mandatory.
- 17. Bill Calendar defaults to 2 (do not modify).
- In the **Invoicing** section, the Vendor Number and Billing type are system generated (no entry required).

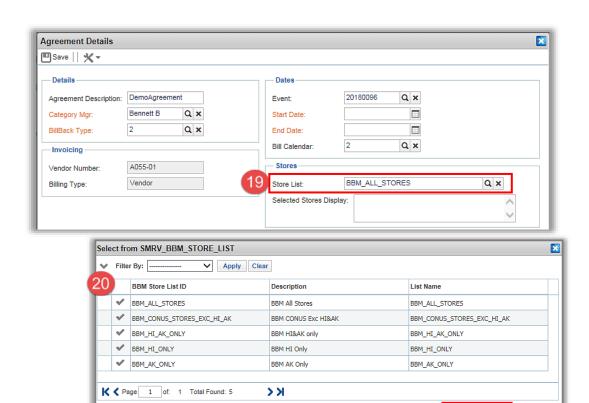




Step 1: Enter Agreement details (cont.)

- 19. Store List defaults to BBM ALL STORES, but can be modified by clicking on the Find cicon to open the Select from SMRV_BBM_STORE_LIST screen.
- 20. Select the appropriate Store List and click **Apply** or double click on the row to insert into the Agreement Details screen.

NOTE: If you want to select a subset of stores (versus an entire Store List), see the **How to make exceptions to Store List** instructions provided later in this section (page 25).



BBM ALL STORES – All stores connected to Vendor and Contract
BBM CONUS STORES EXC HI AK – All stores connected to Vendor and
Contract except Hawaii and Alaska
BBM HI AK ONLY – Only Hawaii and Alaska stores connected to Vendor
and Contract
BBM HI ONLY – Only Hawaii stores connected to Vendor and Contract
BBM AK ONLY – Only Alaska stores connected to Vendor and Contract

Apply

X Close

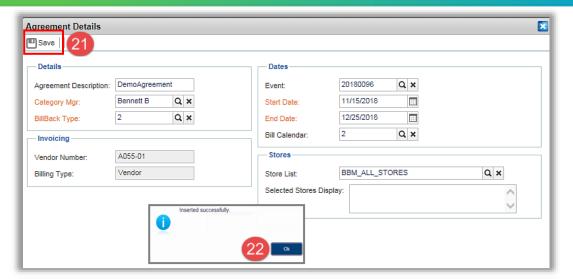


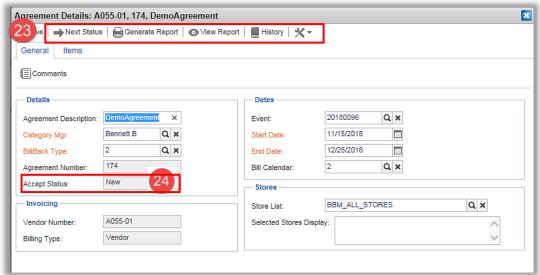
Step 1: Enter Agreement details (cont.)

- 21. When all Agreement Details have been entered, click the **Save** icon.
- 22. Click **OK** on the *Inserted successfully* confirmation screen.
- 23. The Agreement Details screen now displays with new options, including Next Status, Generate Report, View Report, and History. These options are covered in the following pages.
- 24. Saving the new agreement gives the agreement an *Accept Status* of **New**. An email is sent to DeCA advising that a new agreement has been created. However, it is not available for DeCA to review until you click on the Next Status tab later in the process. The next steps will be to select stores, add items, and add comments.



CAUTION: Do not click on the *Next Status* tab until you add Items and Adjustment Amounts.







Step 2: Add Items and Adjustments

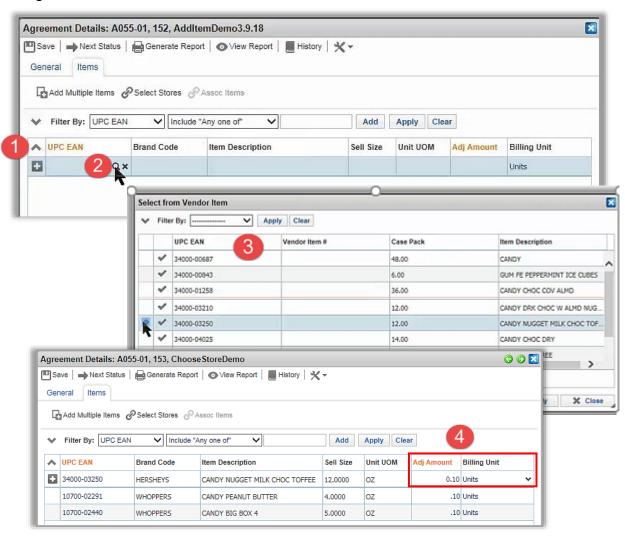
There are two options for adding items to an Agreement:

- 1. Add a single item
- 2. Add multiple items

Option 1: Add a Single Item

In the **Items** tab, an item can be entered into the agreement by entering the UPC in the UPC EAN field, or by selecting from the Vendor Item grid.

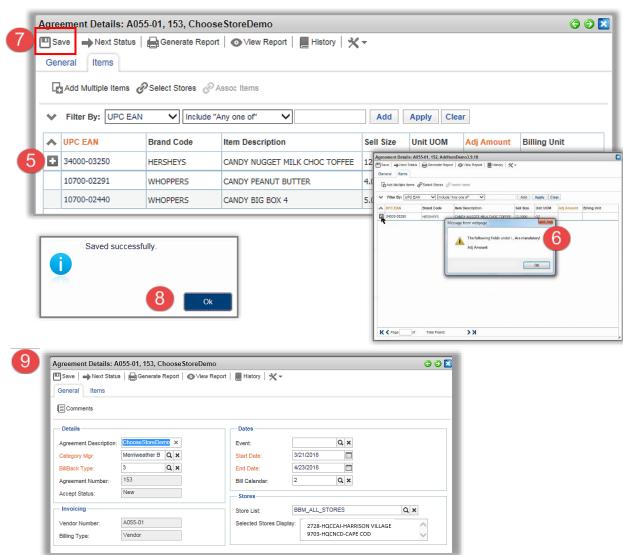
- Click the down caret to open a new row.
- 2. Click inside the UPC EAN field and enter the UPC or click on the **Find** icon.
- All items connected to the contract will display in the **Select from Vendor Item** screen. Locate the item and double click on the row to add the item to the **Agreement Details** screen.
- For that item, enter the Adjustment Amount and select Units as the Billing Unit.





Step 2: Add Items and Adjustments (cont.)

- 5. Click the **Plus** icon to save the item entry. Repeat steps 2-5 to add additional items. When all items are entered, review Adj Amount and Billing Unit columns for accuracy.
- NOTE: If you attempt to add another item before entering the adjustment amount and billing unit, an error message will display.
 Click **OK** and enter the Adjustment Amount and Billing Unit to proceed.
- 7. Click the **Save** icon.
- 8. Click **OK** in the **Saved** successfully confirmation box.
- The General Tab screen displays and the agreement and items are now saved.

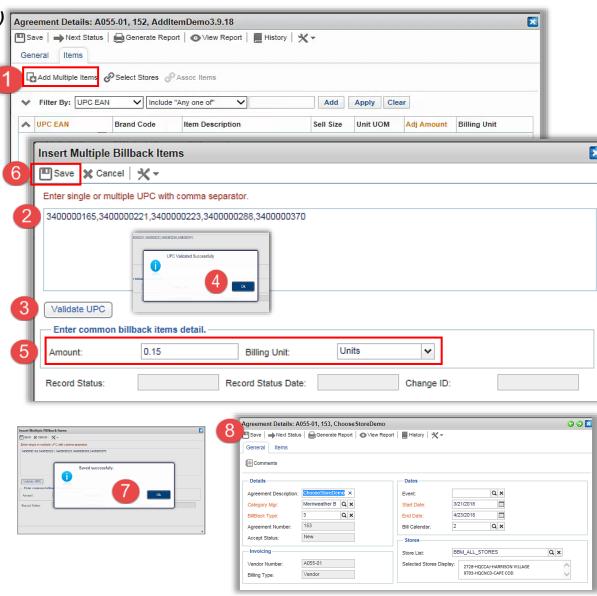




Step 2: Add Items and Adjustments (cont.)

Option 2: Add Multiple Items

- On the Items tab, click the Add Multiple items icon.
- On the *Insert Multiple Billback Items* screen, enter item UPCs with comma separators <u>or</u> copy UPCs from a list (e.g. Excel, Word) and use *Control V* to paste into the box.
- Click Validate UPC button.
- 4. Click **OK** in the *UPC Validated* Successfully confirmation box.
- If the adjustment amount is the same for all items, enter the adjustment amount and select Units.
 - If the adjustment amount varies for items, just select units as the adjustment amount. Click **Save** and **OK** on the confirmation message. Enter the adjustment amount for each item and select Units as the Billing Unit.
- 6. Click the **Save** III icon.
- Click **OK** in the confirmation box.
- 8. The General Tab screen displays and the items are added to the agreement.





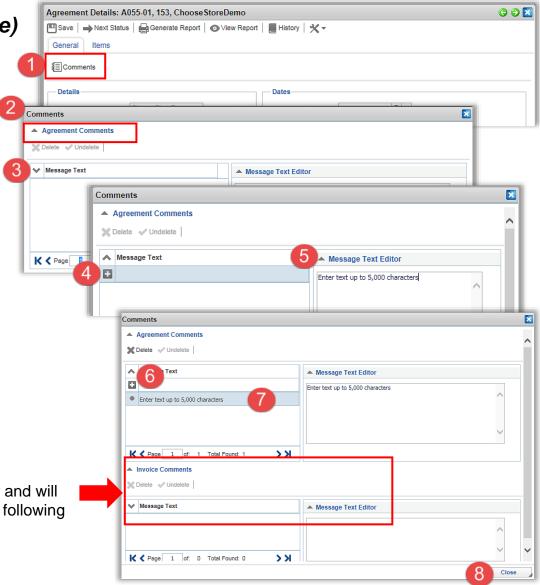
Step 3: Add Comments (as applicable)

The *Comments* tab allows you and DeCA to exchange comments during the negotiation period (i.e., before the Agreement is finalized).

Agreement Comments

- 1. Click on the **Comments** tab in the **Agreement Details** screen.
- 2. The *Comments* screen displays.
- 3. Click the down caret for *Message Text*.
- 4. Click inside the new row to turn it blue.
- 5. Move cursor to *Message Text Editor* and enter text (5,000 character limit).
- 6. Click **Plus** icon to move and save text.
- Text now shows in Message Text box. These comments can be reviewed by DeCA when you submit your promotional offer.
- 8. Click the **Close** button to return to the General tab screen.

Invoice Comments are entered by the Vendor and will appear on the actual invoice. They are entered following above steps 3-8.





Step 4: Send New Agreement to DeCA

- 1. Click the **Next Status** button.
- 2. Choose either **CatMan** or **Promo** and click **OK**.

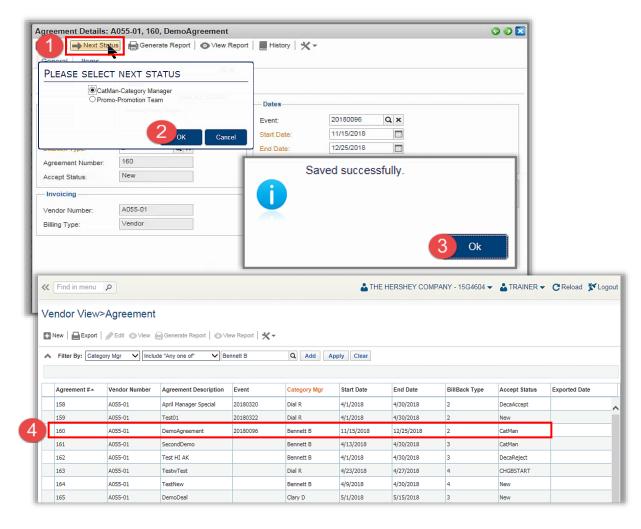
If you are submitting a Billback Type

- 2 Manager Special or Billback Type
- 4 Hot Deal, select CatMan to send to the Category Manager.

If you are submitting a Billback Type 3 – Seasonal Scandown, select Promo to send to the Promotional Team.

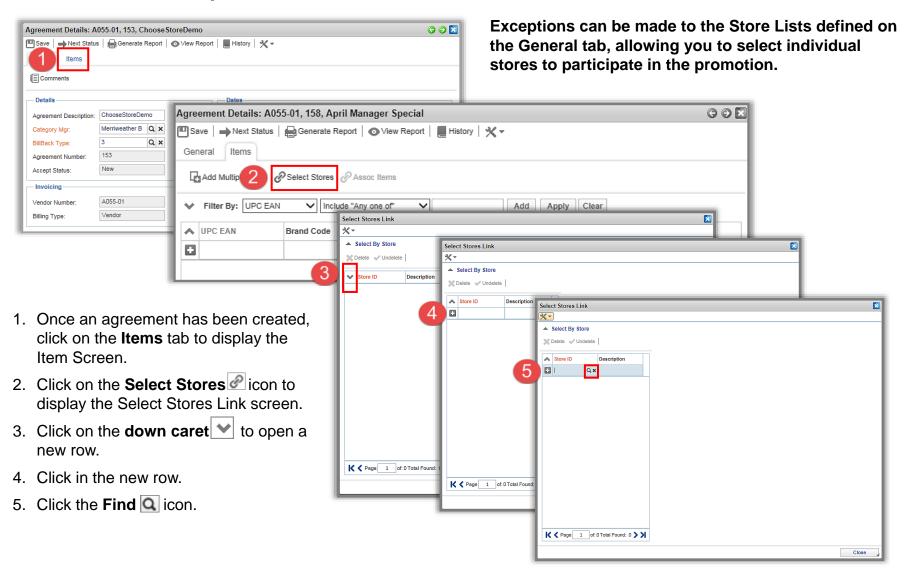
- Click **OK** in the confirmation box.
 The system will send an email to DeCA indicating that a new Agreement has been submitted.
 - Note that all fields are now greyed out and you cannot edit the agreement.
- The Accept Status will now show as CatMan or Promo in the Vendor Portal Agreement module.

NOTE: Agreements that you have saved but have not sent to the DeCA will show as **New** in the *Accept Status*.





How to make Exceptions to Store List





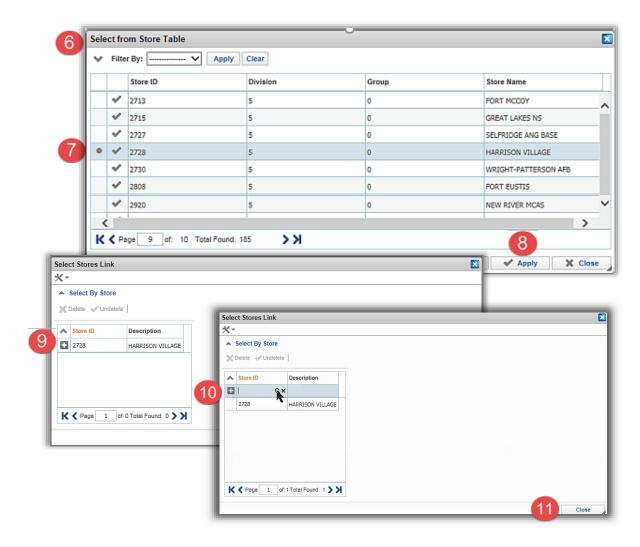
How to make Exceptions to Store List (cont.)

- The Select from Store Table screen displays.
- Select the store.
- Click Apply or double click on the row to insert into the Select Stores Link screen.
- Click on the Plus icon to save the store entry.
- 10. To add another store, click inside the new row, then click on the **Find** icon to again open the **Select from Store Table**.

Repeat steps 7, 8, and 9 to add more stores.

When completed, click the **Plus**icon again to save the selections.

 Click Close to return to the Items tab.



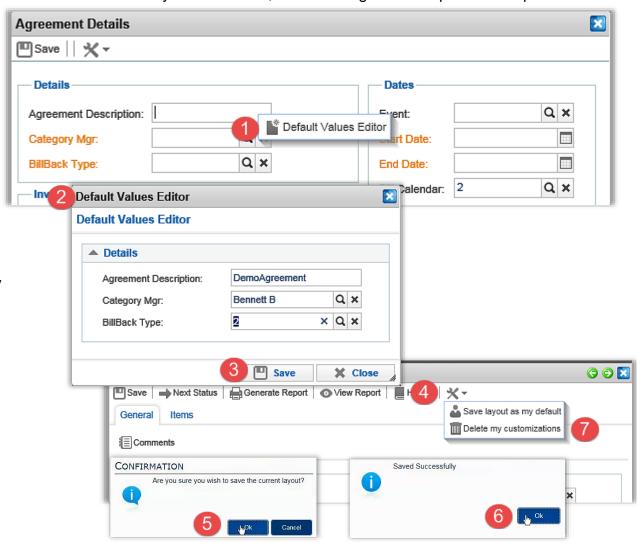


Default Values Editor

Agreement details can be entered and saved as a default entry. Once saved, each new agreement opened will open with the

default fields pre-populated.

- 1. Right click inside a field to open the **Default Values Editor**.
- 2. Enter the values you want to prepopulate.
- 3. Click Save .
- 4. Click on the Customization X icon and select Save layout as my default.
- 5. Click **Ok** on the Confirmation popup.
- Click **Ok** on the Saved Successfully popup.
- These defaults can be deleted by clicking on the Customization X icon and selecting *Delete my* customizations.





4. Negotiations and Changes to Agreements

April 2018 29





Negotiations Prior to Agreement Acceptance

During negotiations, the agreement moves back and forth within Vendor Portal, with the system capturing both Vendor and DeCA comments and changes.

The key to identifying who has control of the agreement and is able to edit or take action on it is the *Accept Status*, which is determined by either the vendor or DeCA selecting the *Next Status*. Options include...



Vendor Controls the Agreement

- **New** vendor submits new agreement
- VndRvw vendor review
- VndReject vendor reject



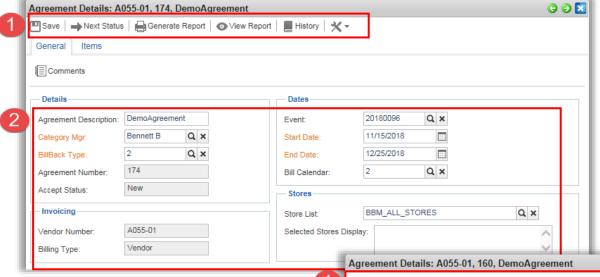
DeCA Controls the Agreement

- CatMan for Category Manager review
- Promo for Promo Team review
- DecaAccept DeCA accept
- DecaReject DeCA reject



Agreement Negotiations

Can I edit the agreement?



Able to Edit Agreement

Vendors can edit agreements only when they are in the *Accept Status* of New, VndRvw, or CHGBSTART

How you can tell...

- 1. Action bar displays.
- 2. Fields that can be edited are open (i.e., not greyed out).

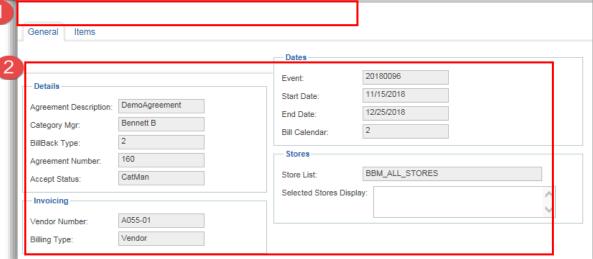
(3 (2) (3)

Unable to Edit Agreement

If the agreement displays with all fields greyed-out, the status prohibits editing.

How you can tell...

- 1. Action bar does NOT display.
- 2. All fields are greyed out and cannot be edited.





Negotiation Workflows – Prior to Agreement Acceptance

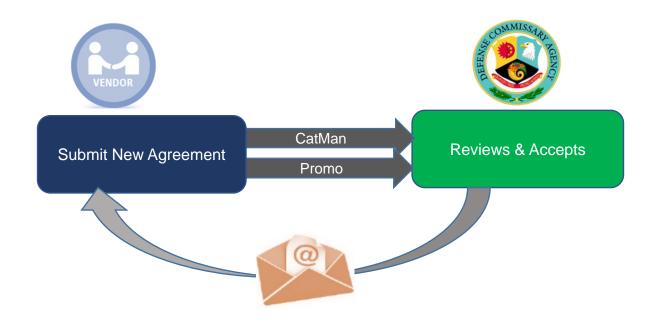
There are three basic scenarios or workflows:

- 1. Vendor submits Agreement and DeCA accepts (without negotiation)
- 2. Vendor submits Agreement and DeCA rejects (without negotiation)
- Vendor submits Agreement and DeCA opens negotiations





DeCA Accepts Vendor Agreement without Negotiation

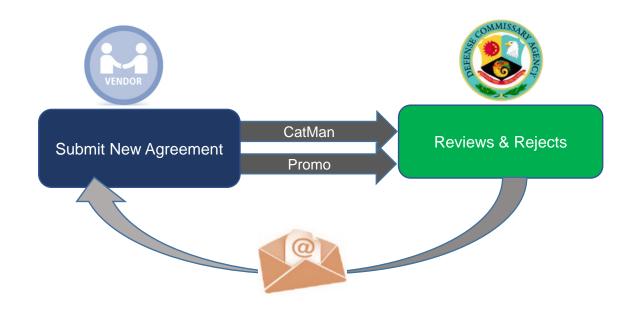


- Vendor submits new Agreement and changes Next Status to CatMan (Billback Types 2 and 4) or Promo (Billback Type 3)
- DeCA accepts the Agreement without negotiations and changes Next Status to DecaAccept
- No vendor action required Agreement accepted
- · Acceptance email sent to Vendor





DeCA Rejects Vendor Agreement without Negotiation

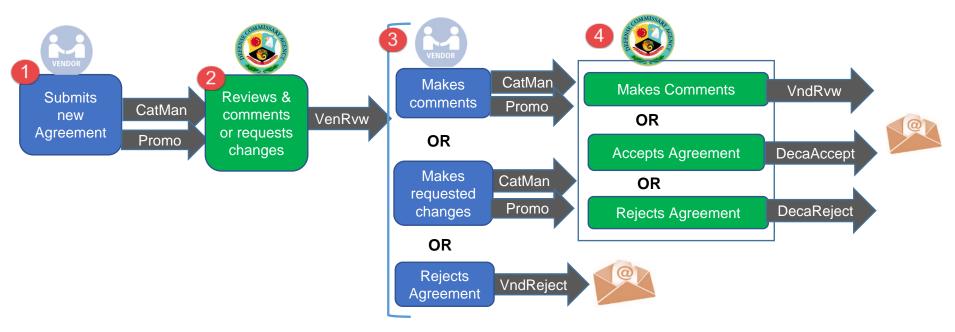


- Vendor submits new Agreement and changes Next Status to CatMan (Billback Types 2 and 4) or Promo (Billback Type 3)
- DeCA rejects the Agreement without negotiations and changes Next Status to DecaReject
- · No vendor action required Agreement rejected
- Rejection email sent to Vendor



Agreement Negotiations

Vendor and DeCA Negotiations



- 1. Vendor creates and submits new Agreement (changes Next Status to CatMan or Promo)
- 2. DeCA reviews and provides comments or requests changes (changes Next Status to VenRvw)
- Vendor can...
 - Make comments and return to Category Manager or Promo team (changes Next Status to CatMan or Promo)
 - Make the requested changes and return to Category Manager or Promo team (changes Next Status to CatMan or Promo)
 - · Reject the agreement without further negotiations (changes Next Status to VndReject); an email is sent to Vendor and DeCA
- 4. If Vendor makes comments or makes the requested changes, DeCA can ...
 - · Make additional comments (changes Next Status to VenRvw) and negotiations continue until the Agreement is accepted or rejected
 - · Accept the Agreement (changes Next Status to DecaAccept); an acceptance email is sent to vendor
 - Reject the Agreement (changes Next Status to DecaReject); a rejection email is sent to vendor

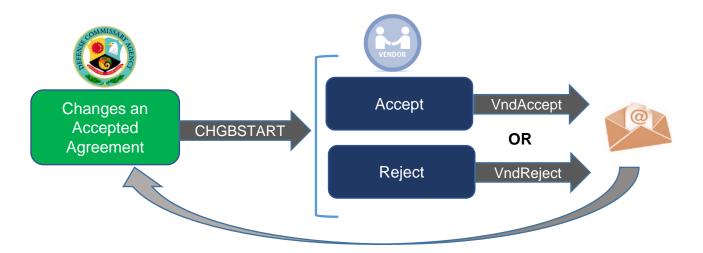


Changes After Accepted Agreement

Changes After Agreement Accepted – Before Agreement Starts

DeCA can make changes to an accepted agreement before the agreement starts. Changes made to items, dates and adjustment amounts before the agreement Start Date must be approved by the Vendor. DeCA makes the agreement edits and sets the *Next Status* as **ChgBStart**. An email notification is sent to the Vendor. The Vendor has only two options – to Accept or Reject.

- When the Vendor sets the Next Status as VndAccept, an Acceptance Notification is sent to Vendor and DeCA.
- When the Vendor sets the Next Status as VndReject an email notice is sent to DeCA.





Changes After Accepted Agreement

Changes After Agreement Accepted – DeCA Ends Before Agreement Starts

DeCA may choose to end the agreement before it starts by changing the Next Status to **DELETED**. An email is sent to the Vendor.





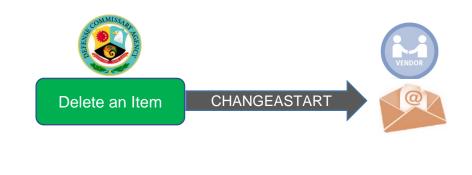
Changes After Accepted Agreement

Changes After Agreement Starts

DeCA may make certain changes to an agreement after the Start Date, but before the invoice is created. DeCA may:

- Delete an Item, set Next Status to CHGASTART
- End Active Agreement early, set Next Status to EARLYEND

The Vendor is notified of these changes.





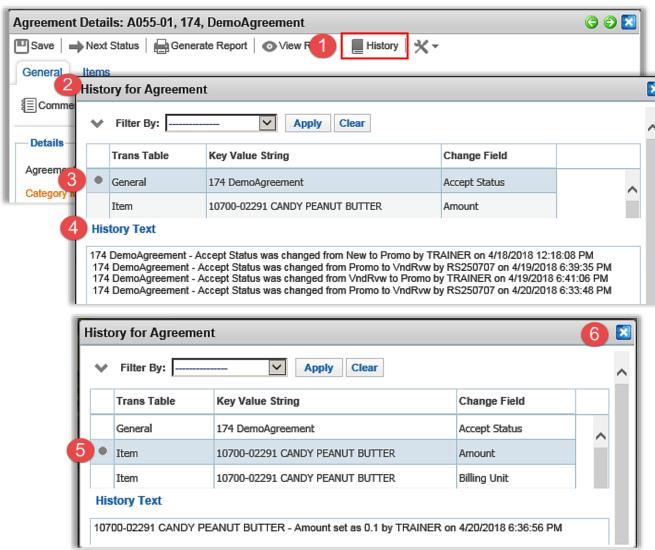




View History of Agreement Changes

The negotiation history can be viewed <u>during</u> the negotiation process.

- 1. Click on the **History** licon.
- The History for Agreement screen will display.
- 3. Click on a row to display change details.
- 4. If you click on a General row, the *History Text* box will display changes made in the General tab.
- 5. If you click on an Item row, the *History Text* box will display changes made in the Items tab.
- 6. Click the **X** to return to the General tab.







Examples of Email Notifications

The system will send email notifications to both Vendors and DeCA whenever there is a status change that impacts the vendor. Following are a few example of the email notifications.

From: Vendor.Portal@deca.mil [mailto:Vendor.Portal@deca.mil]

Sent: Thursday, April 19, 2018 12:25 PM

To: Valued Vendor

Subject: Agreement 575 status is changed

Agreement 575 status is changed from New to

DecaAccept

From: Vendor.Portal@deca.mil [mailto:Vendor.Portal@deca.mil]

Sent: Thursday, April 19, 2018 12:25 PM

To: Valued Vendor

Subject: Agreement 575 status is changed

Agreement 575 status is changed from New to

DecaReject

From: Vendor.Portal@deca.mil [mailto:Vendor.Portal@deca.mil]

Sent: Thursday, April 19, 2018 12:25 PM

To: Valued Vendor

Subject: Agreement 575 status is changed

Agreement 575 status is changed from CatMan to

VndRvw



5. View Final Agreements and Invoices

April 2018 41

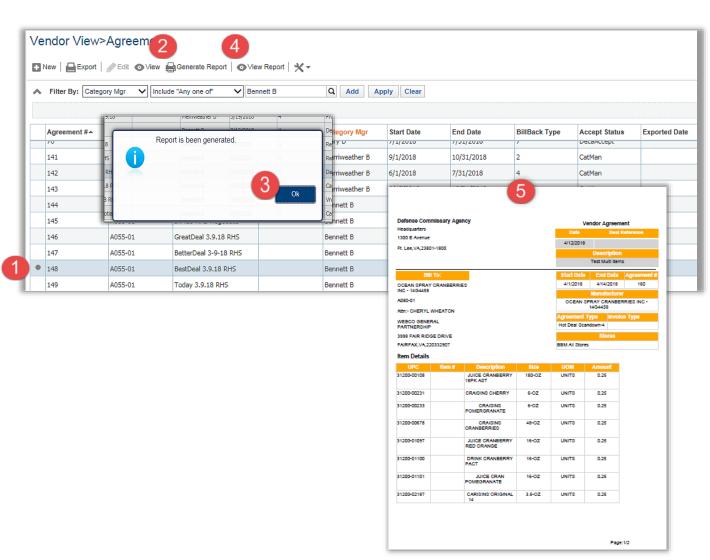


View Final Agreements

View Final Agreement

To view the final agreement...

- 1. Select the agreement from the Agreement grid.
- Click the Generate Report icon.
- 3. Click **OK** on the confirmation screen.
- 4. Click the View Report icon.
- The Agreement displays.
 This copy is available prior to the invoice creation.





View Invoice, Store Earnings Summary, and Item Recap By Store



Scandown invoices have three parts:

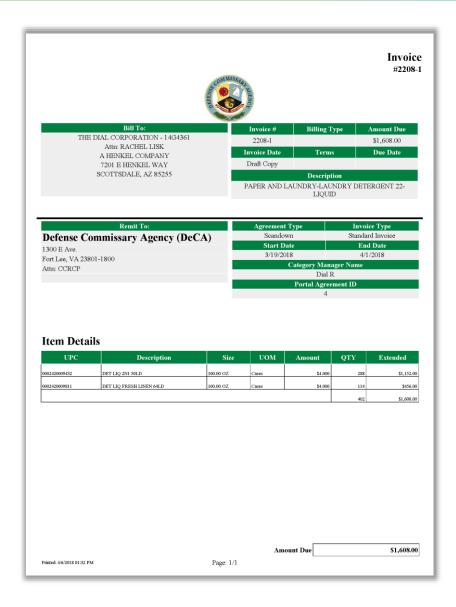
- Invoice
- Store Earnings Summary
- Item Recap By Store

The current and prior month's Invoices will be available on the **View Generated Report** module.

Following are invoice samples.



Invoice





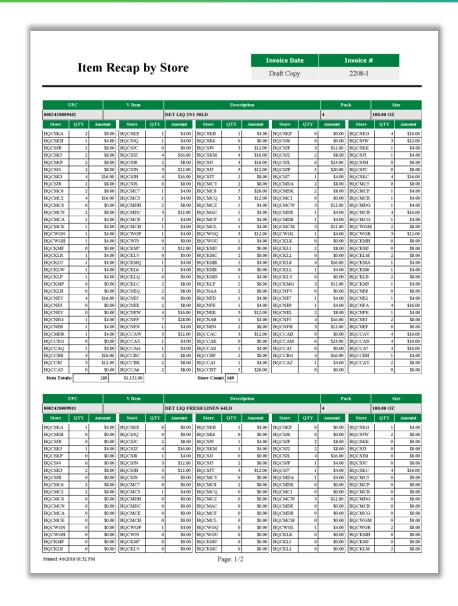


Store Earnings Summary





Item Recap by Store





Need Help?

- Check commissaries.com for updates to the Vendor Reference Guide and new Notices to Trade (NTT)
- Contact the EBS Vendor Portal Help Desk call 1-800-531-2222 and enter PIN 7780