

Consignment Process

International



Agenda

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- ▶ Setups
- ▶ Processes
 - ▶ General
 - ▶ Staples Canada

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Overview

- ▶ Why?
 - ▶ Required by the customer
- ▶ Domestic consignment is handled by OP Products
- ▶ International consignment is handled by Advantus
 - ▶ Example: Canada
- ▶ Advantus holds ownership of consignment inventory until product is sold to end user
- ▶ Artistic acquisition includes consignment inventory with Staples

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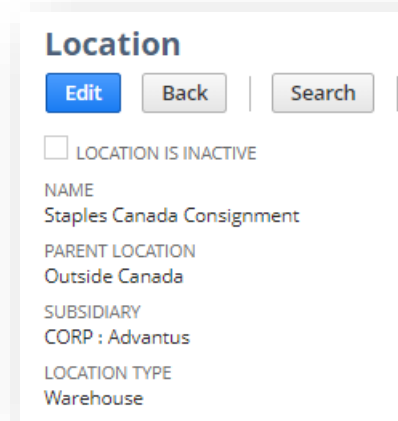
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Setups

- ▶ Some records have differences from our normal process
 - ▶ Locations
 - ▶ Customers
 - ▶ Pricing

Setups: Locations

- ▶ A location is setup for every consignment customer
- ▶ The location holds the inventory until the product is sold to the end user
 - ▶ Typically reported/relived weekly
- ▶ We still own the inventory in the consignment location, even though physically it is at our customer's location(s)
- ▶ Staples: We have one location for consignment in Canada



Location

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LOCATION IS INACTIVE

NAME
Staples Canada Consignment

PARENT LOCATION
Outside Canada

SUBSIDIARY
CORP : Advantus

LOCATION TYPE
Warehouse

Setups: Customers

- ▶ For every customer, we have at least 2 customer records
 1. One for the shipping process (receives POs from customer, physically ships to customer)
 2. One for the sales/billing process (invoices/receives payment from customer)
- ▶ Staples: since they have retail and contract businesses, we have 4 total customers for consignment in Canada
 - ▶ 01STBDART: fulfills retail orders
 - ▶ 01TBDART: weekly sales for retail
 - ▶ 01STADVART: fulfills contract orders
 - ▶ 01STINVART: weekly sales for contract

| | Retail | Contract |
|----------|-----------|------------|
| Shipping | 01STBDART | 01STADVART |
| Sales | 01TBDART | 01STINVART |

Setups: Pricing

▶ Pricing

- ▶ Pricing is set on the both customers
 - ▶ Shipping customer: zero for all items
 - ▶ Check the “Auto Pass Price Validation” box on pricing tab of this customer record

Related Records History Communication Shipping Non Ship To Addresses Ship To Address Book **Pricing** Requirements & Ale

View/Export Pricing

PRICE LEVEL

PRICING CHANGE NOTICE REQUIRED (DAYS)

AUTO PASS PRICE VALIDATION

- ▶ Sales customer: price issued to customer

▶ Staples:

- ▶ 01STBDART: zero
- ▶ 01TBDART: Staples price
- ▶ 01STADVART: zero
- ▶ 01STINVART: Staples price

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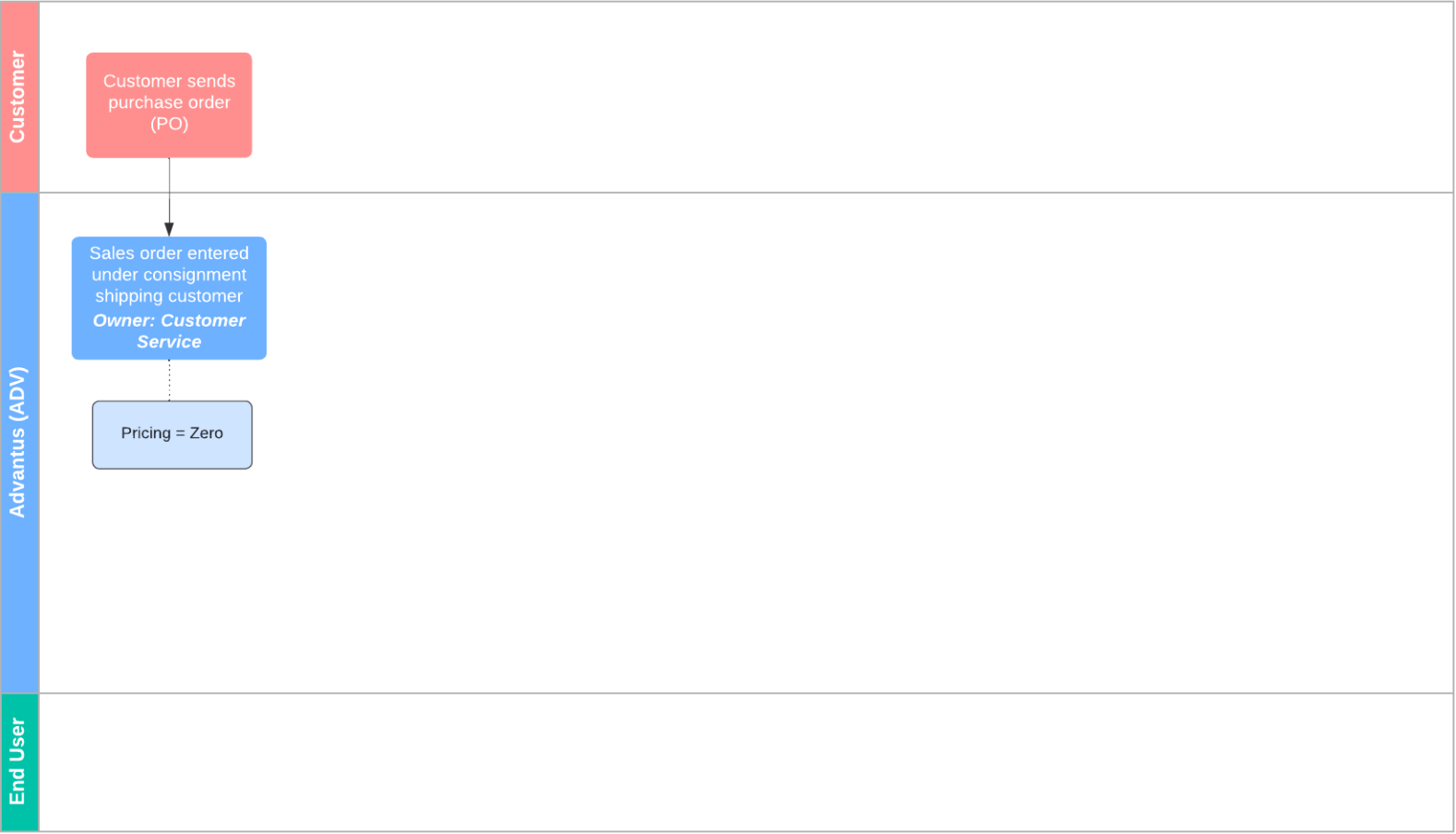
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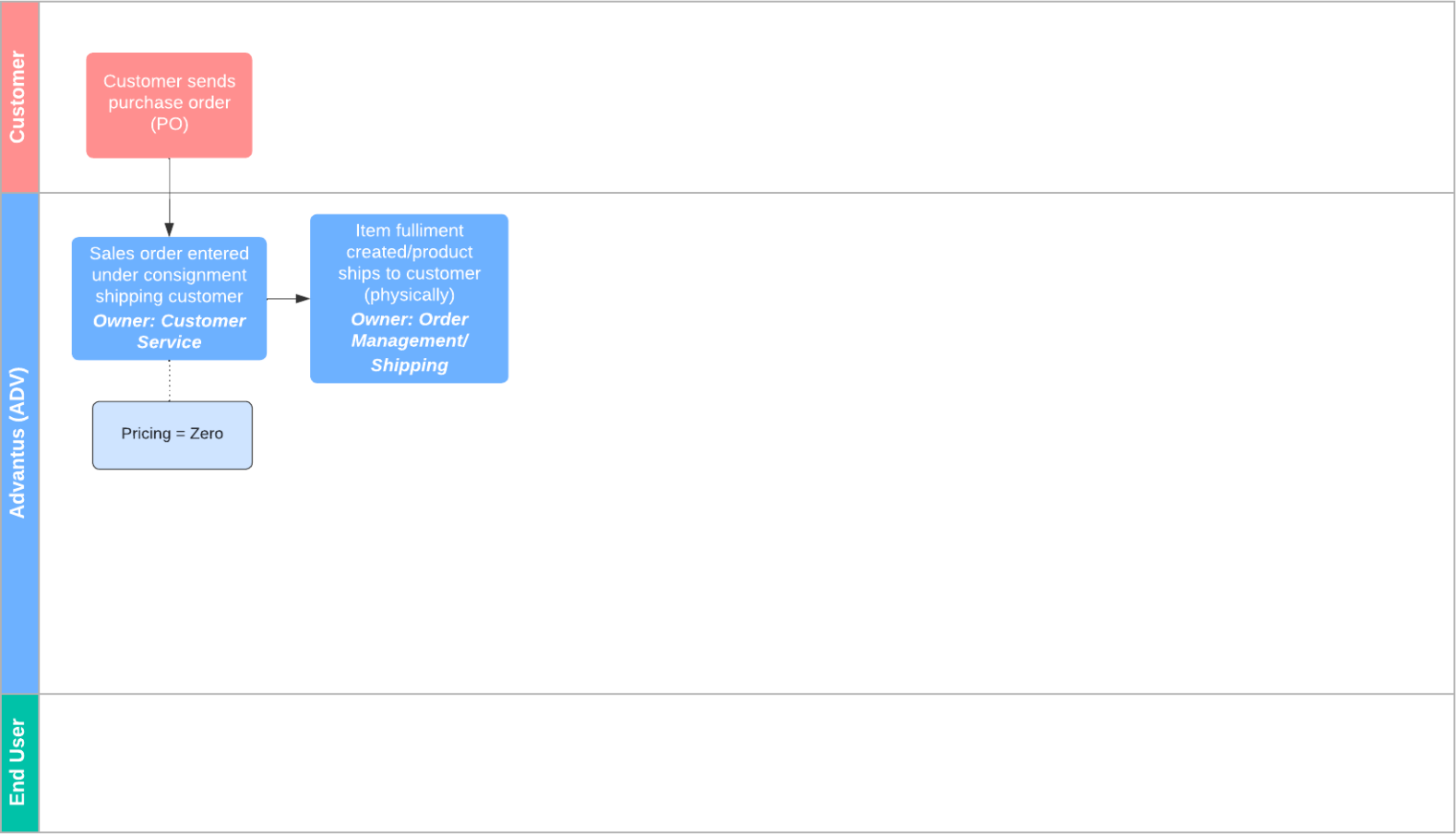
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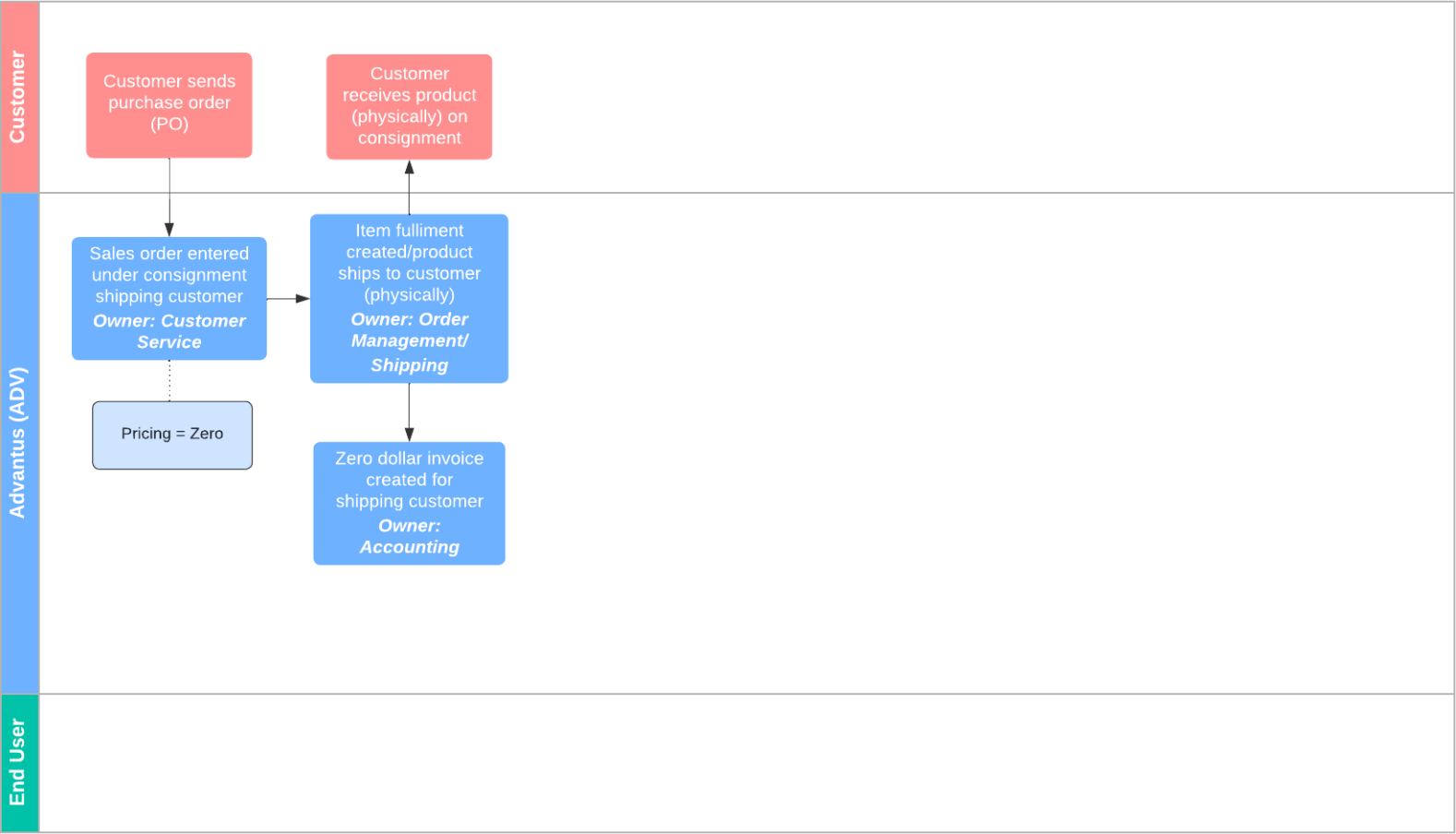
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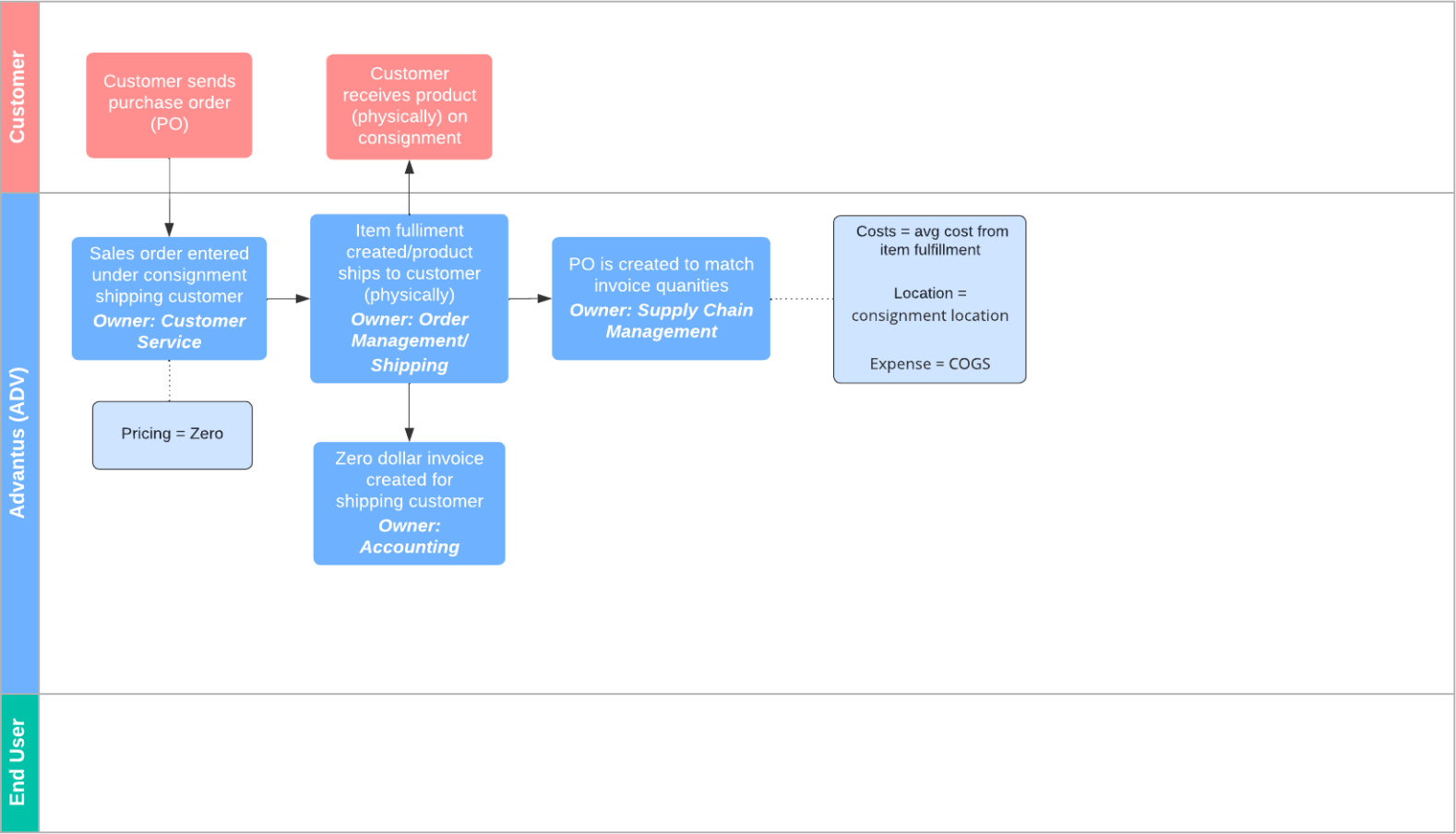
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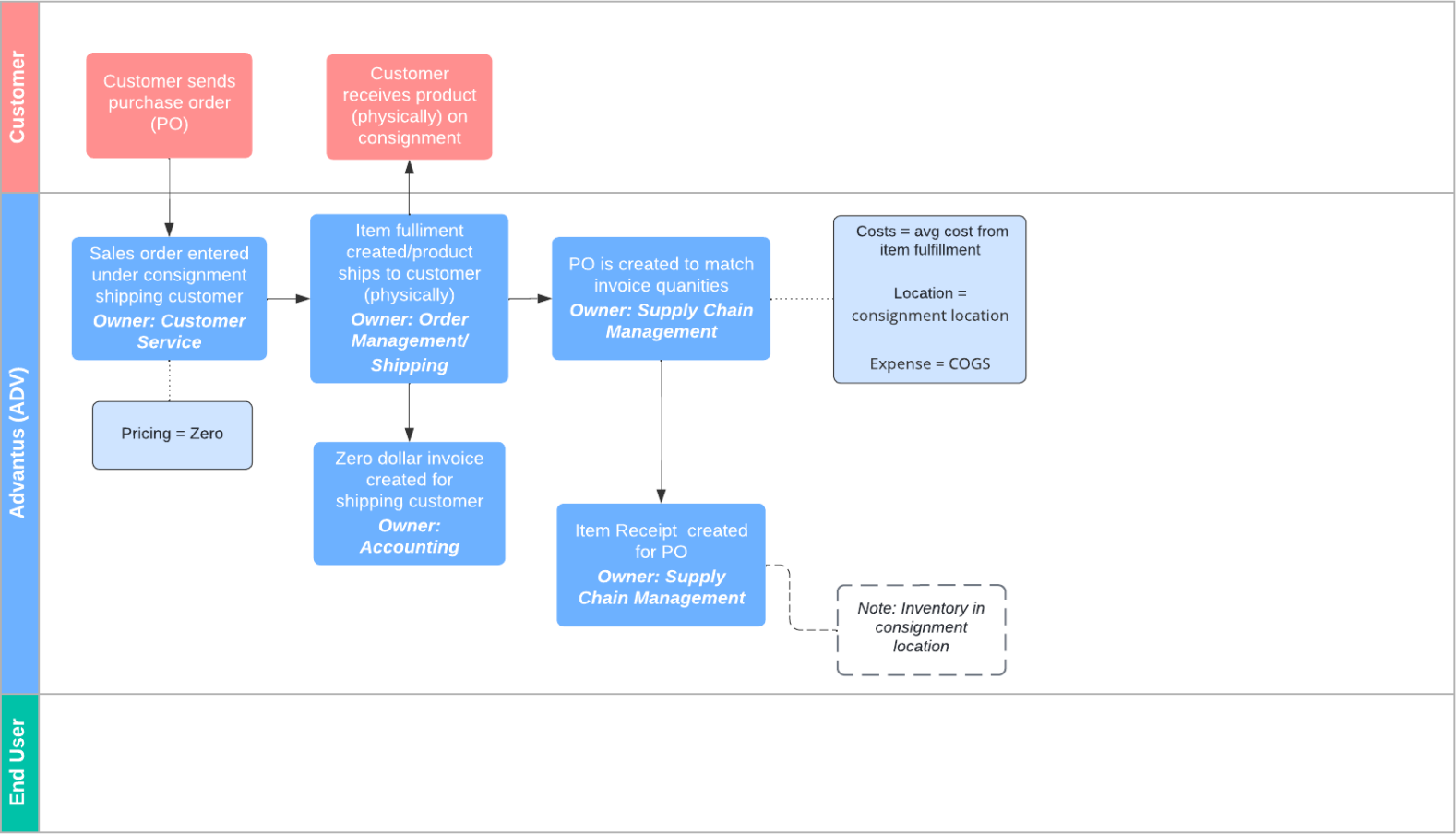
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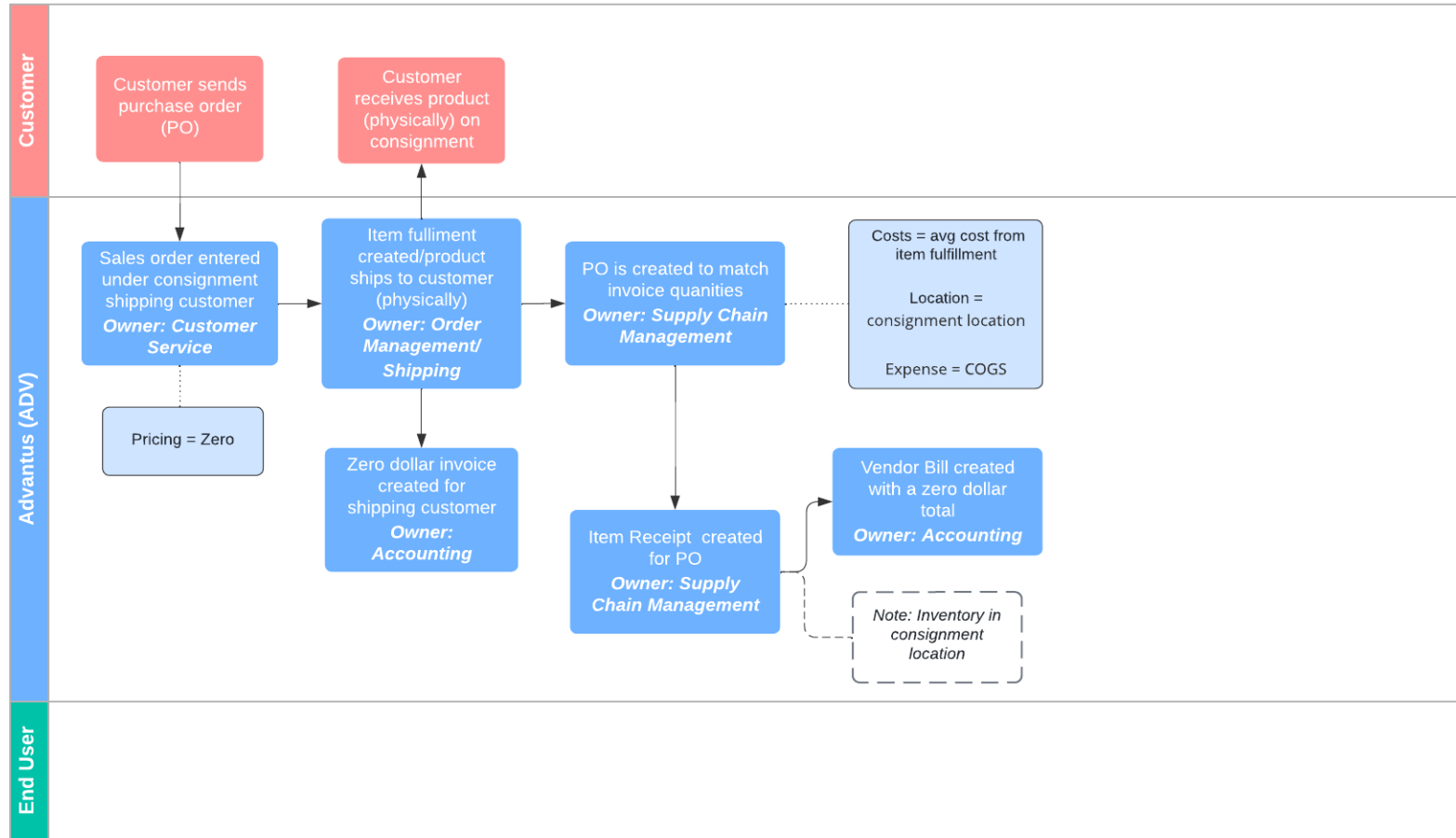
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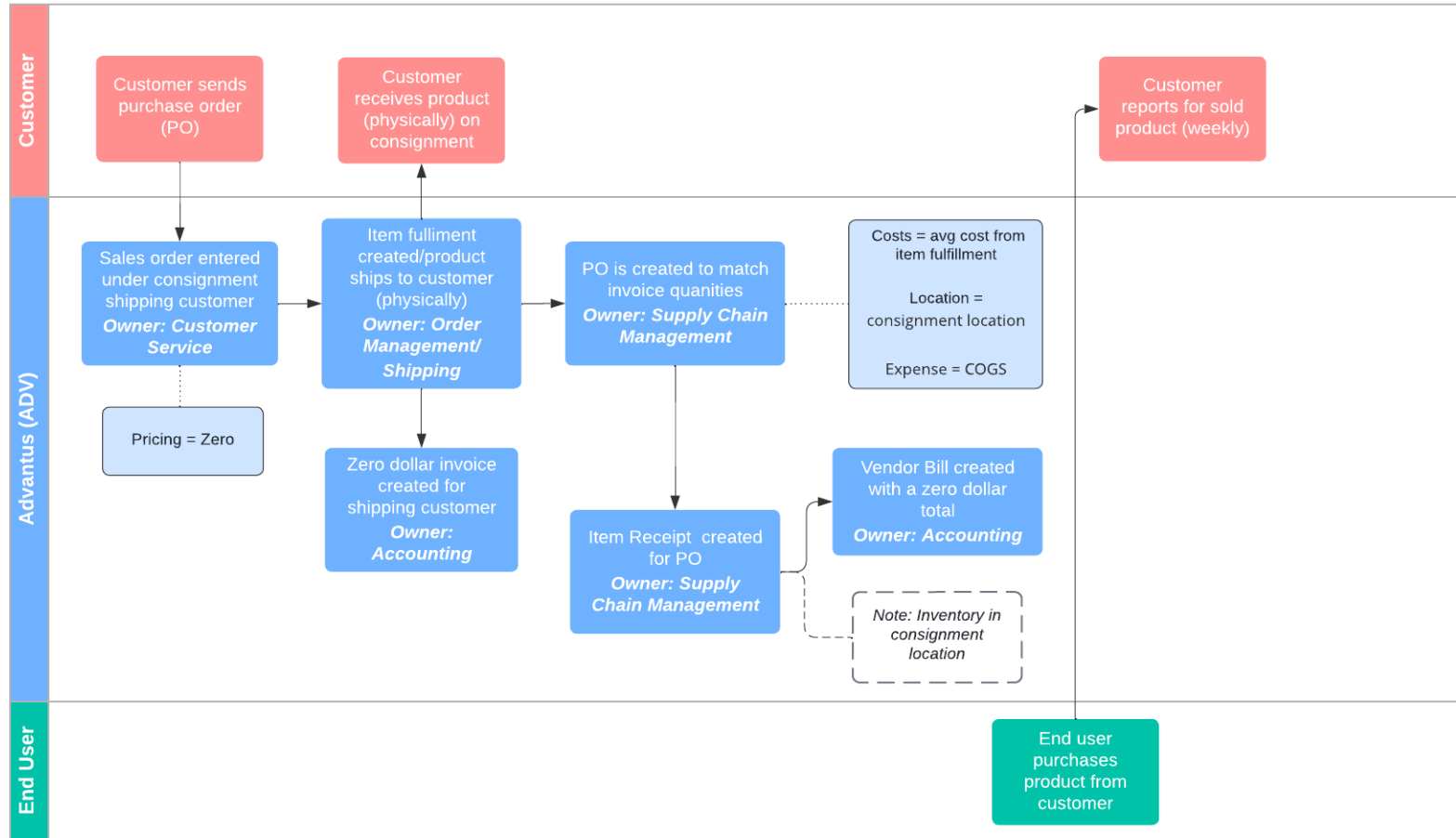
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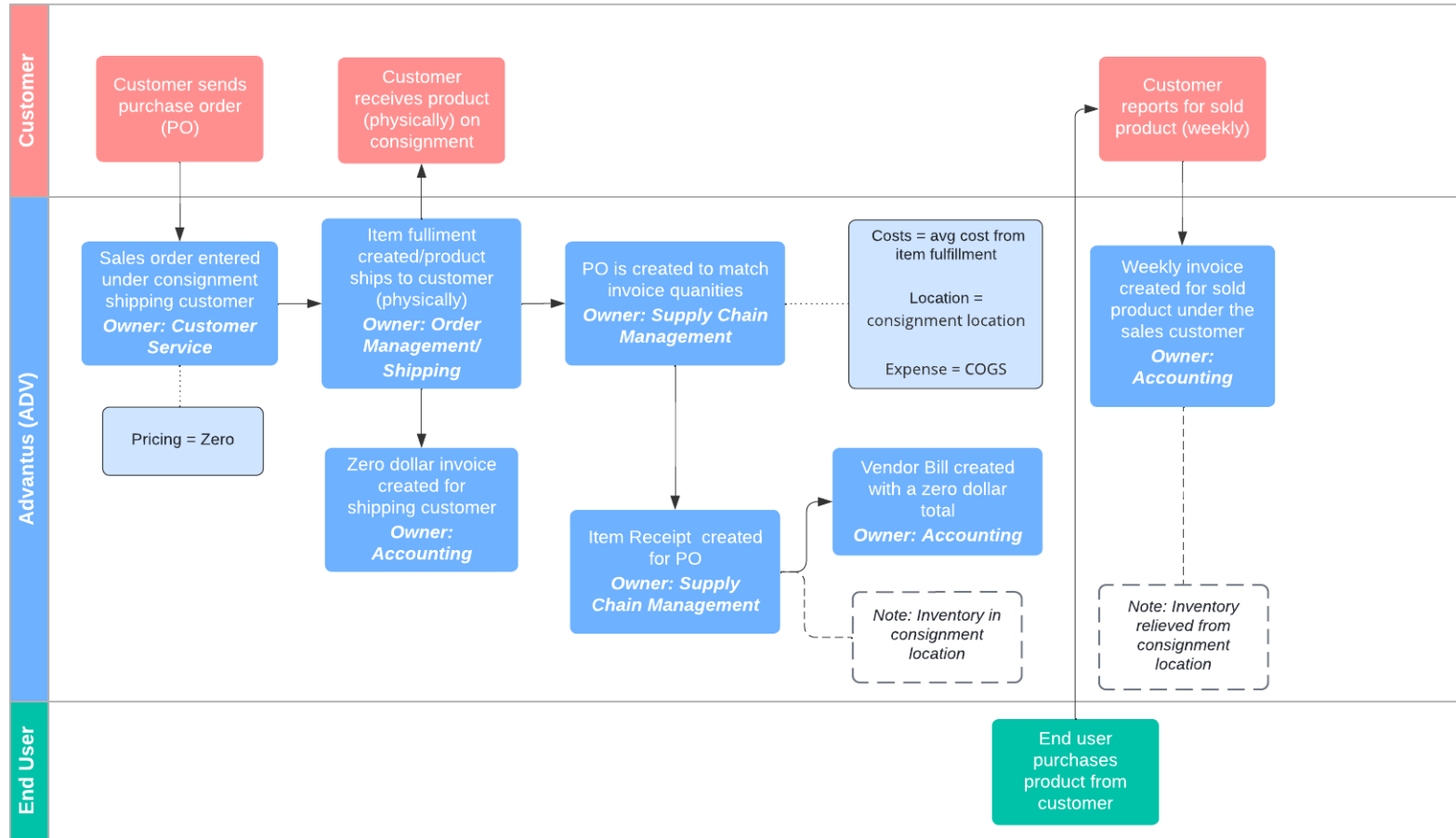
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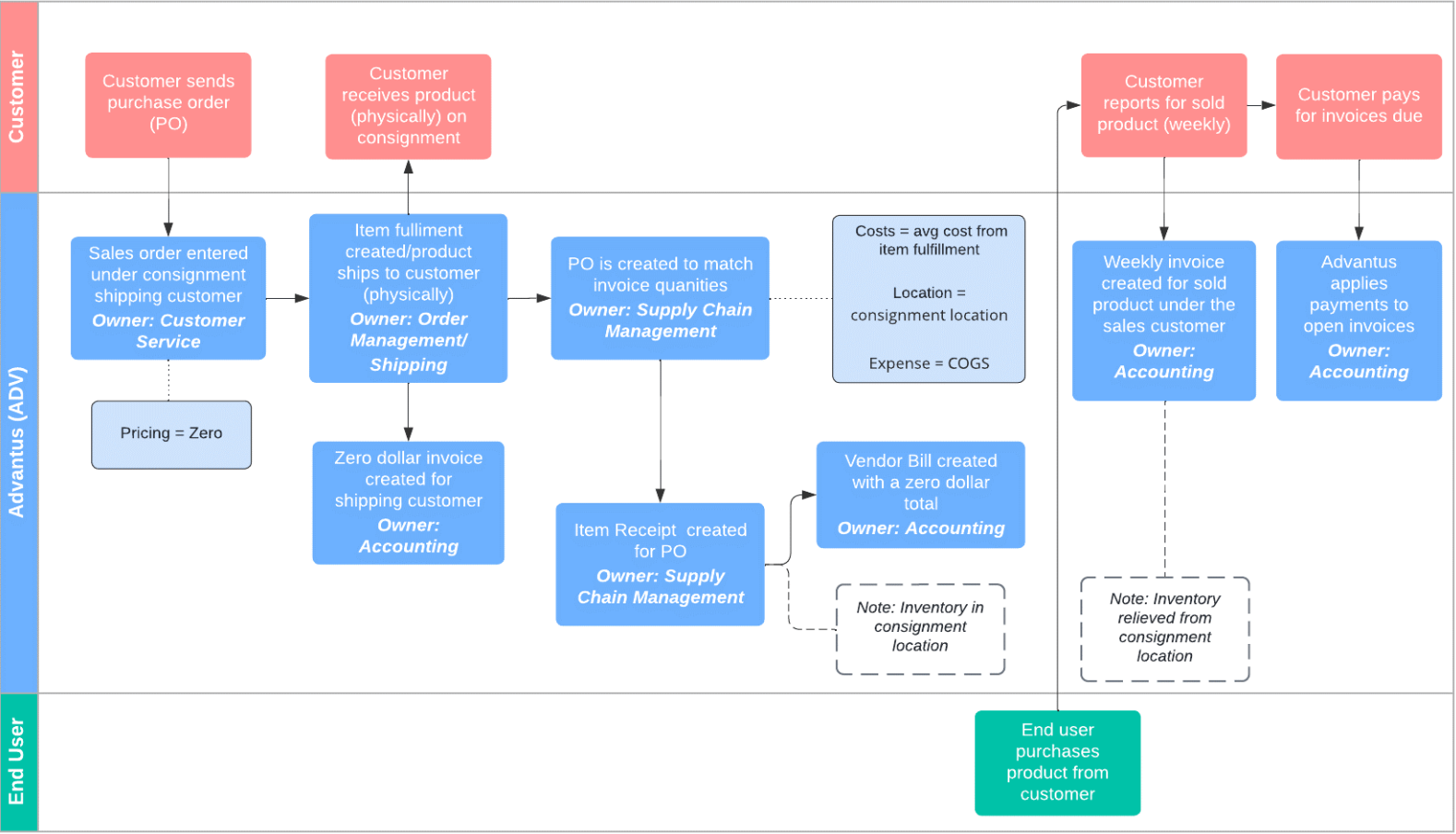
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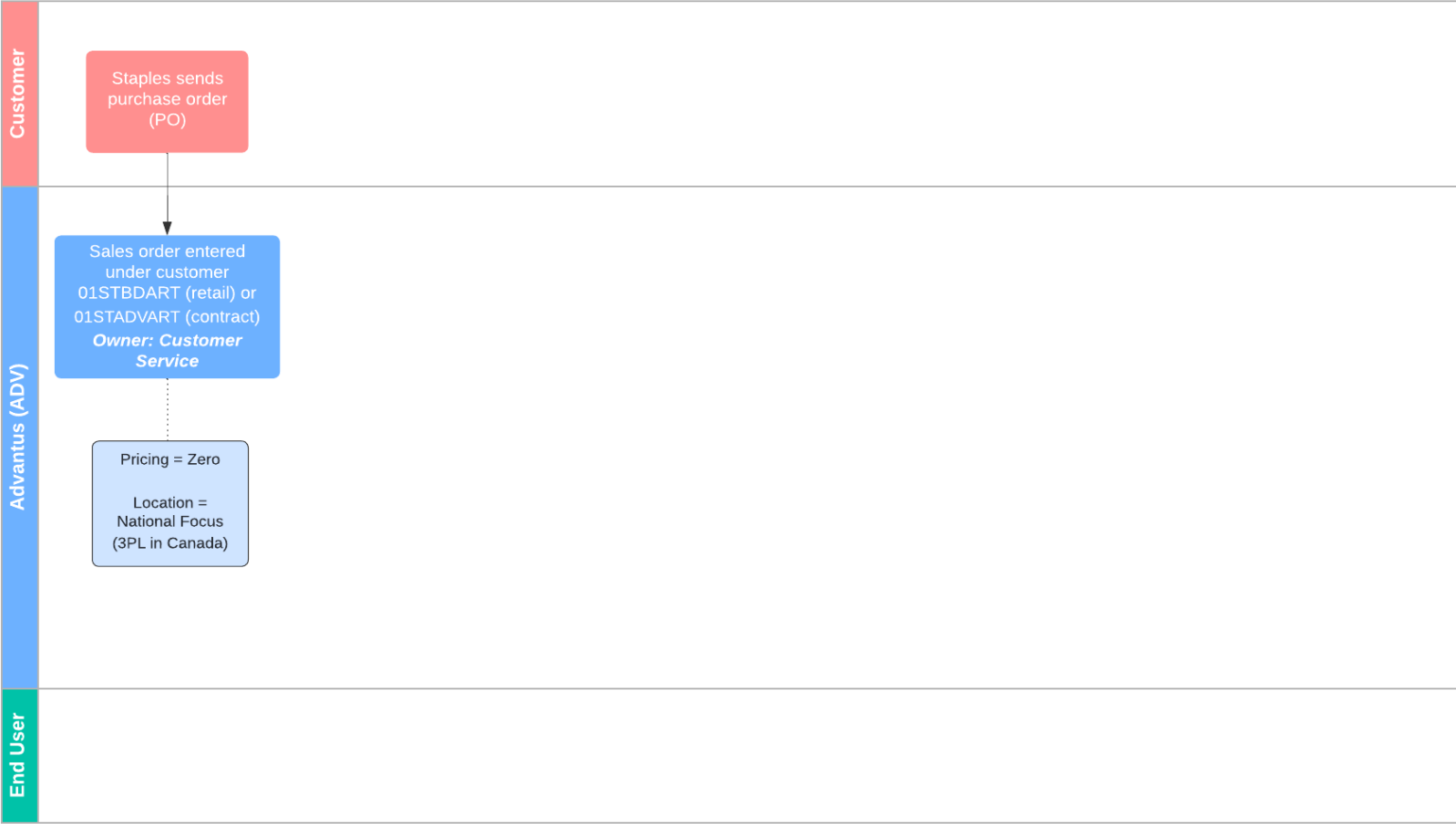
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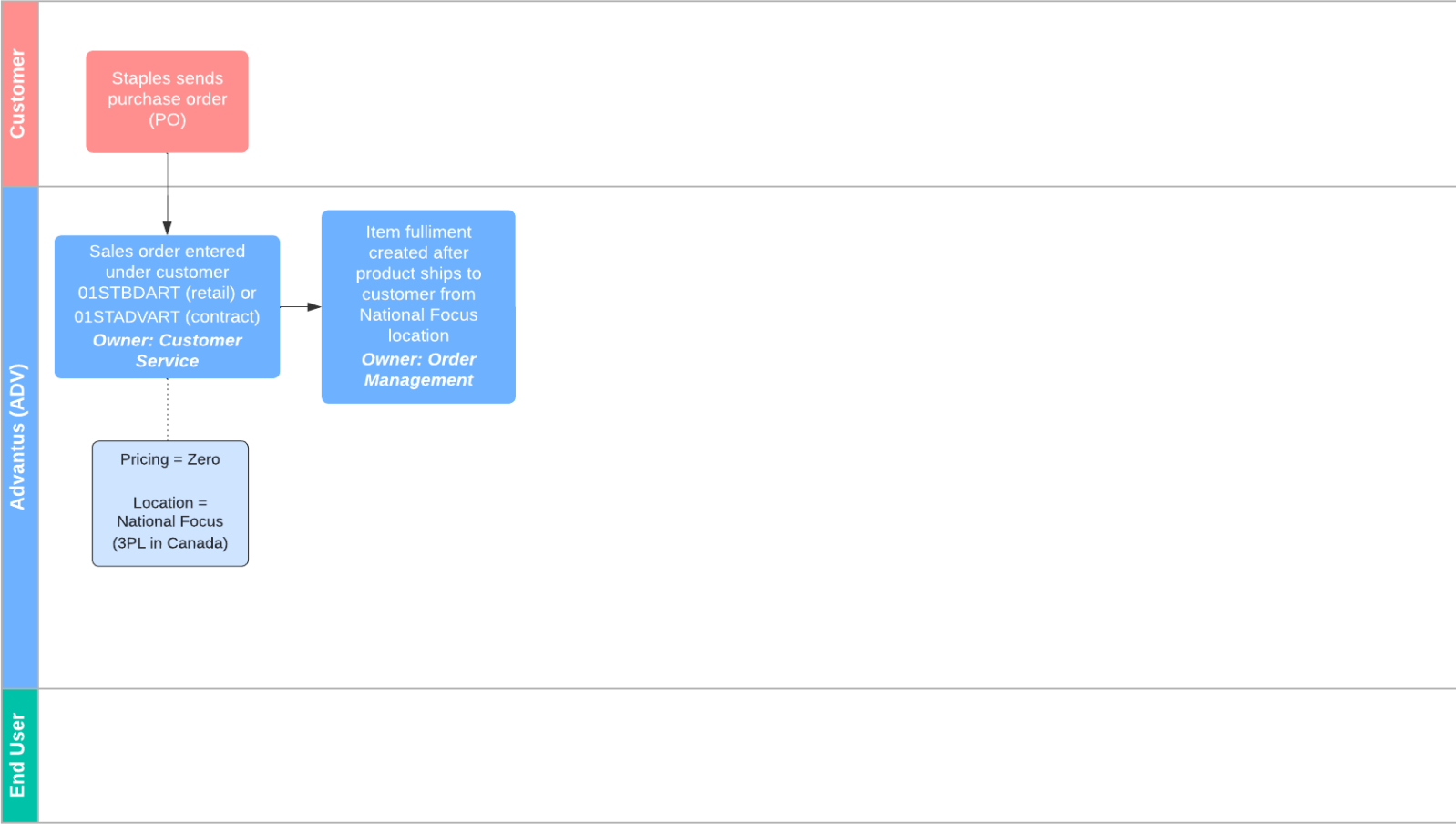
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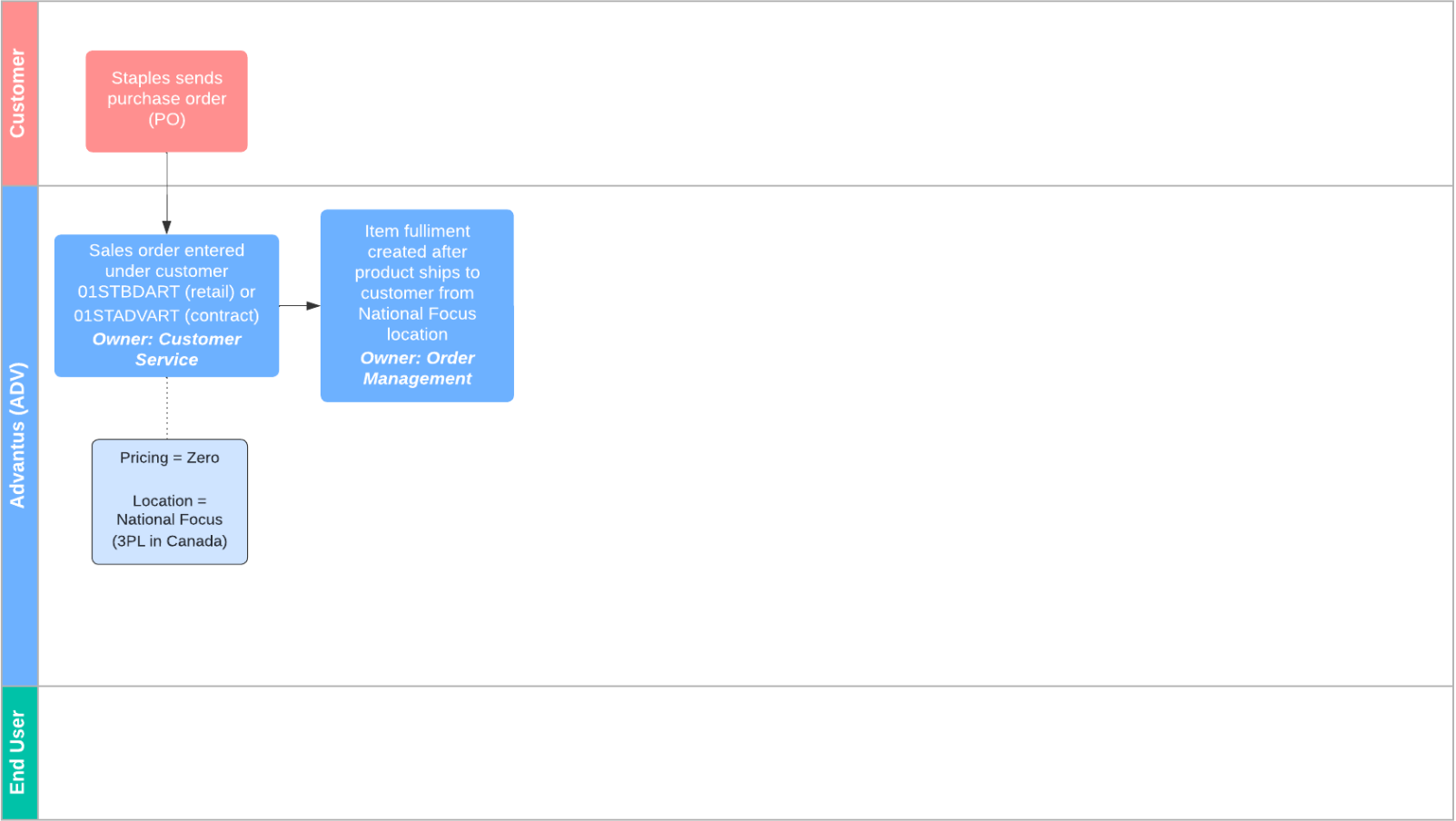
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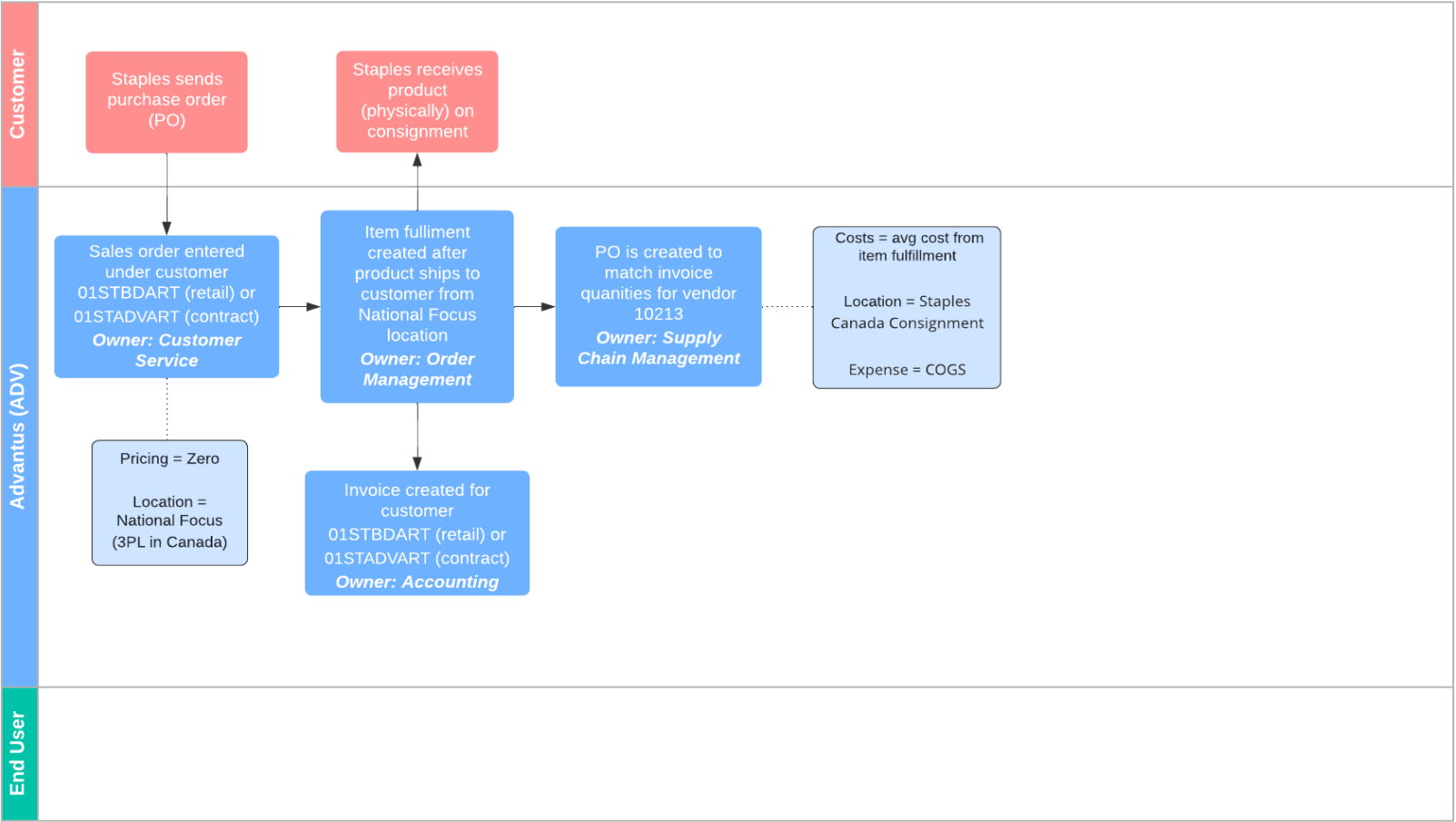
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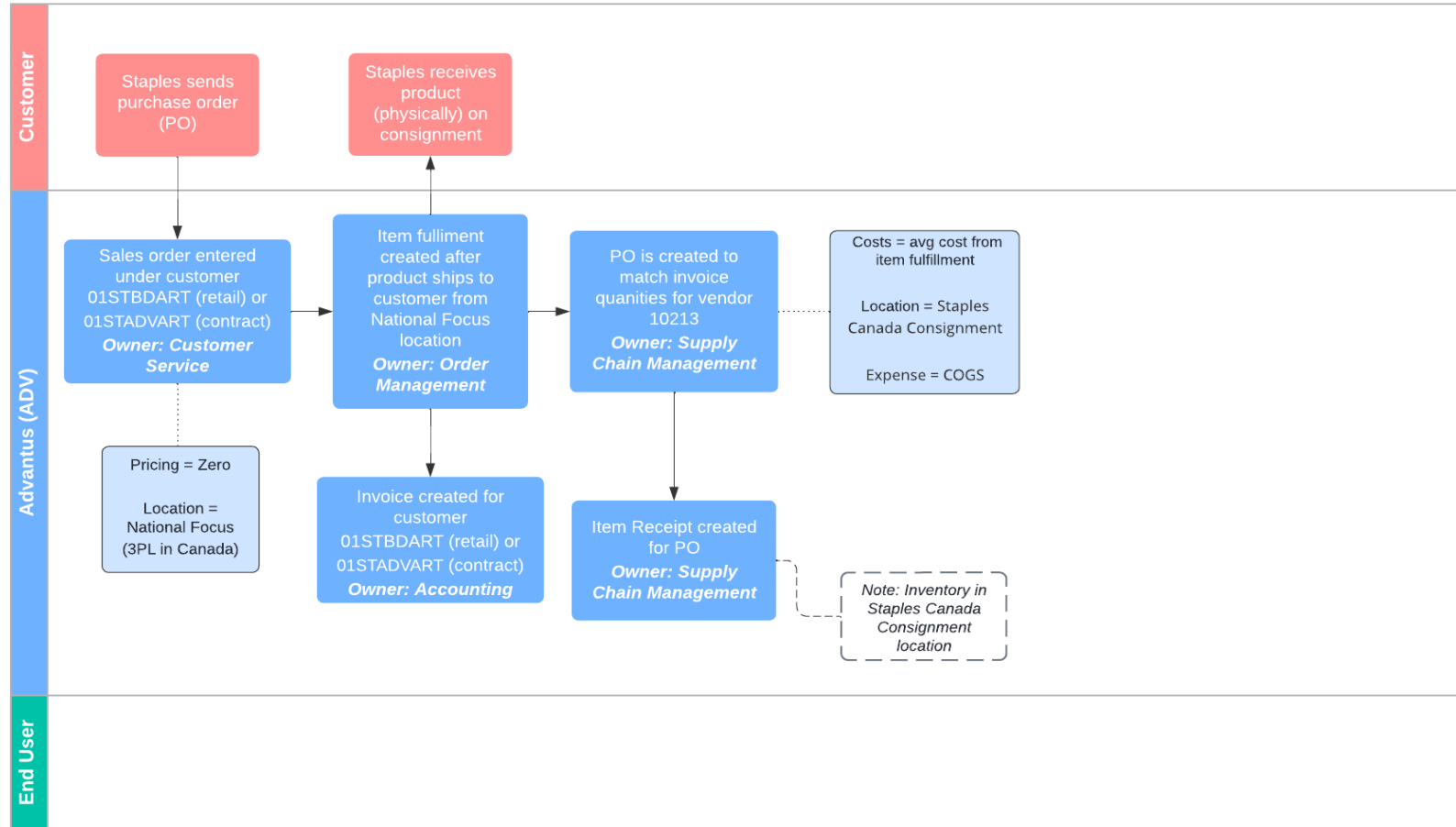
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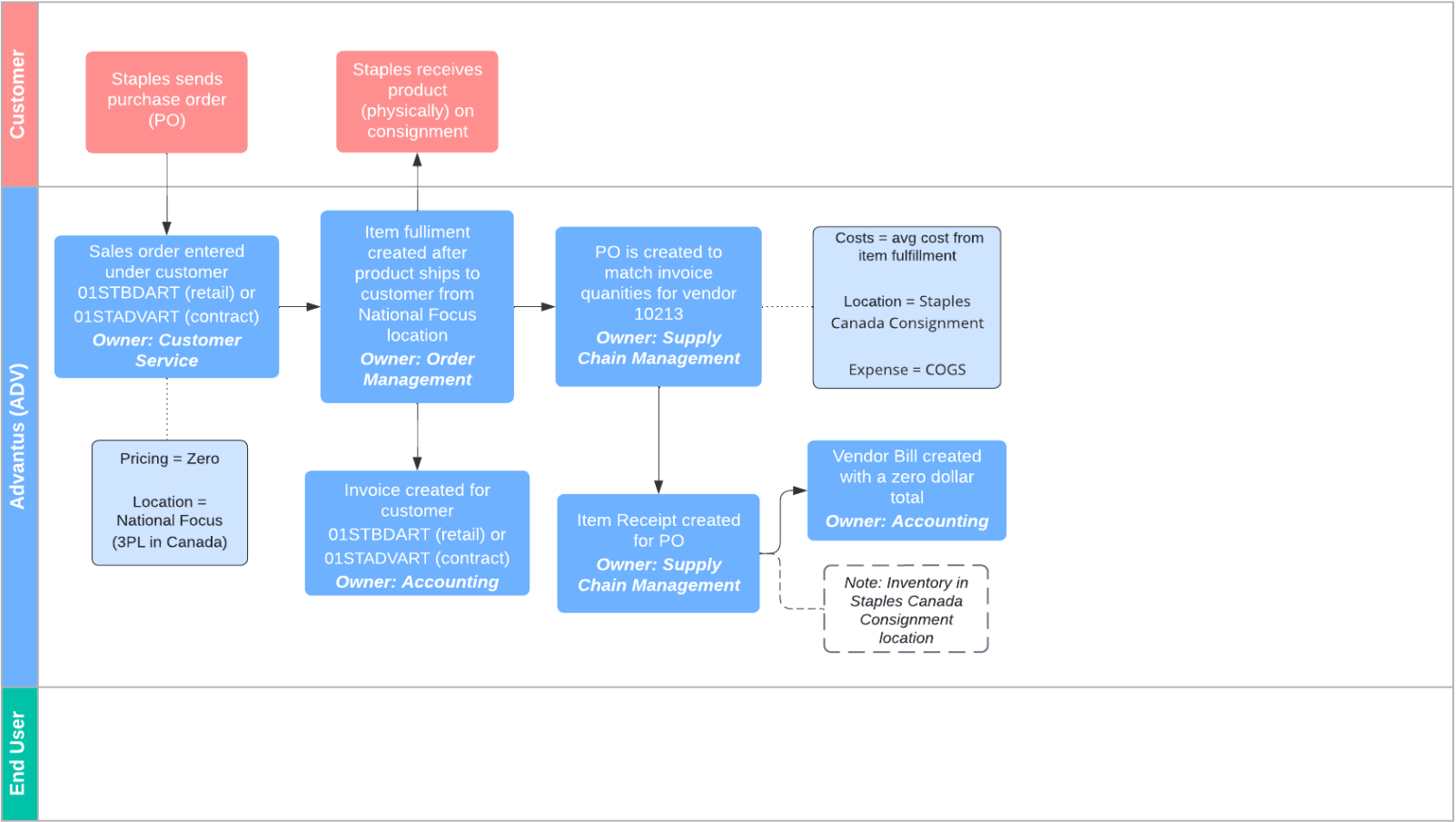
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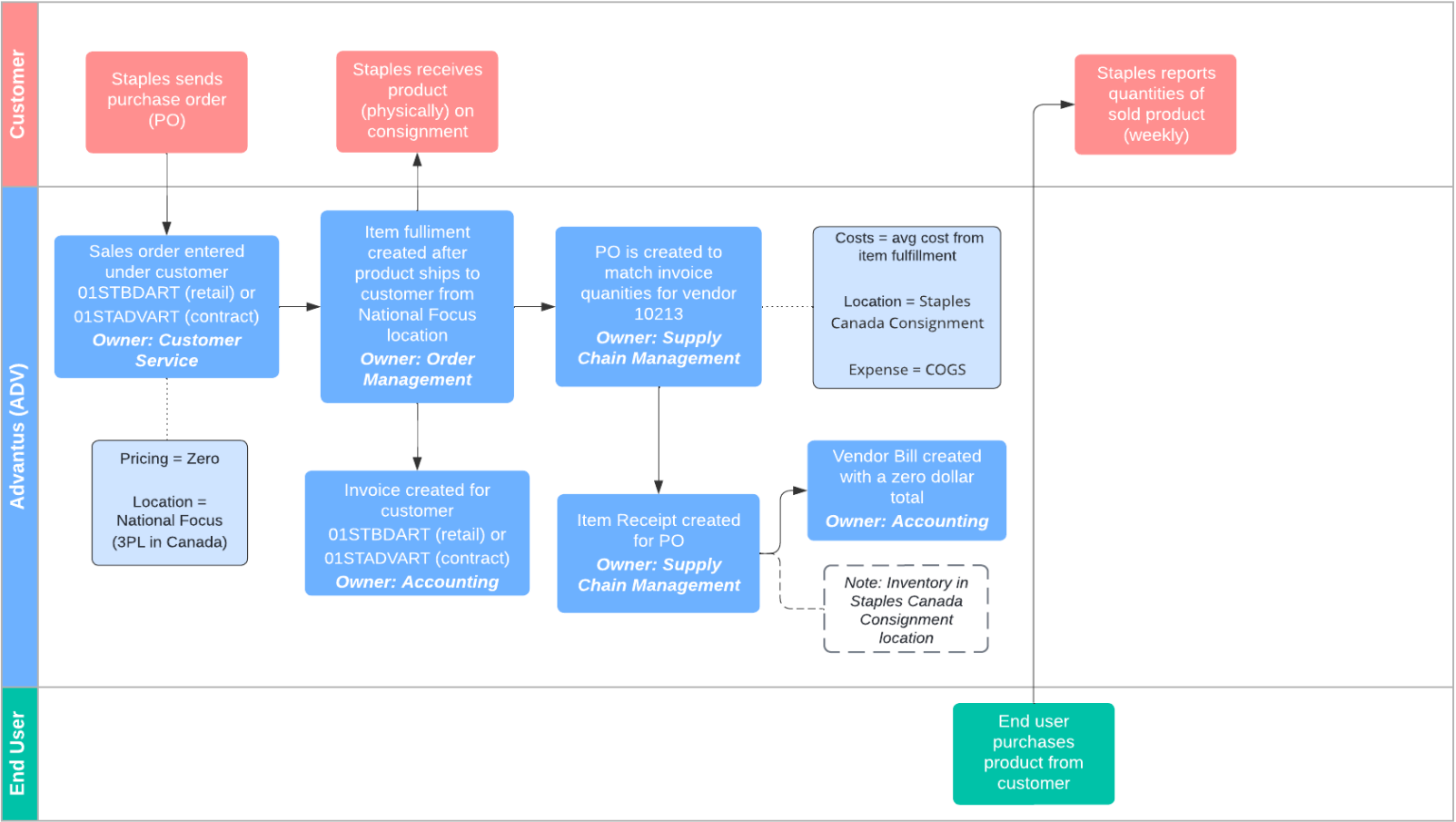
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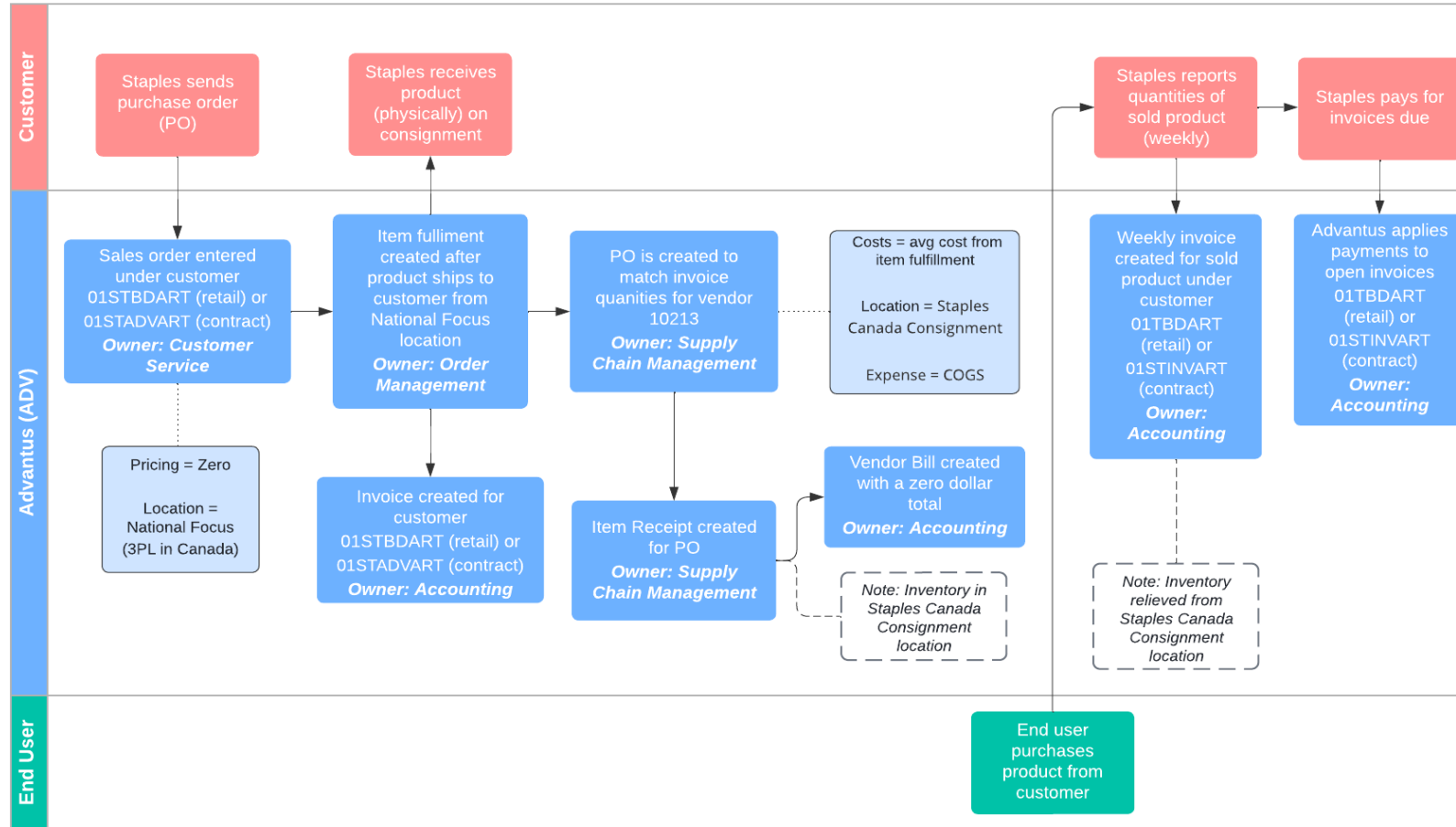
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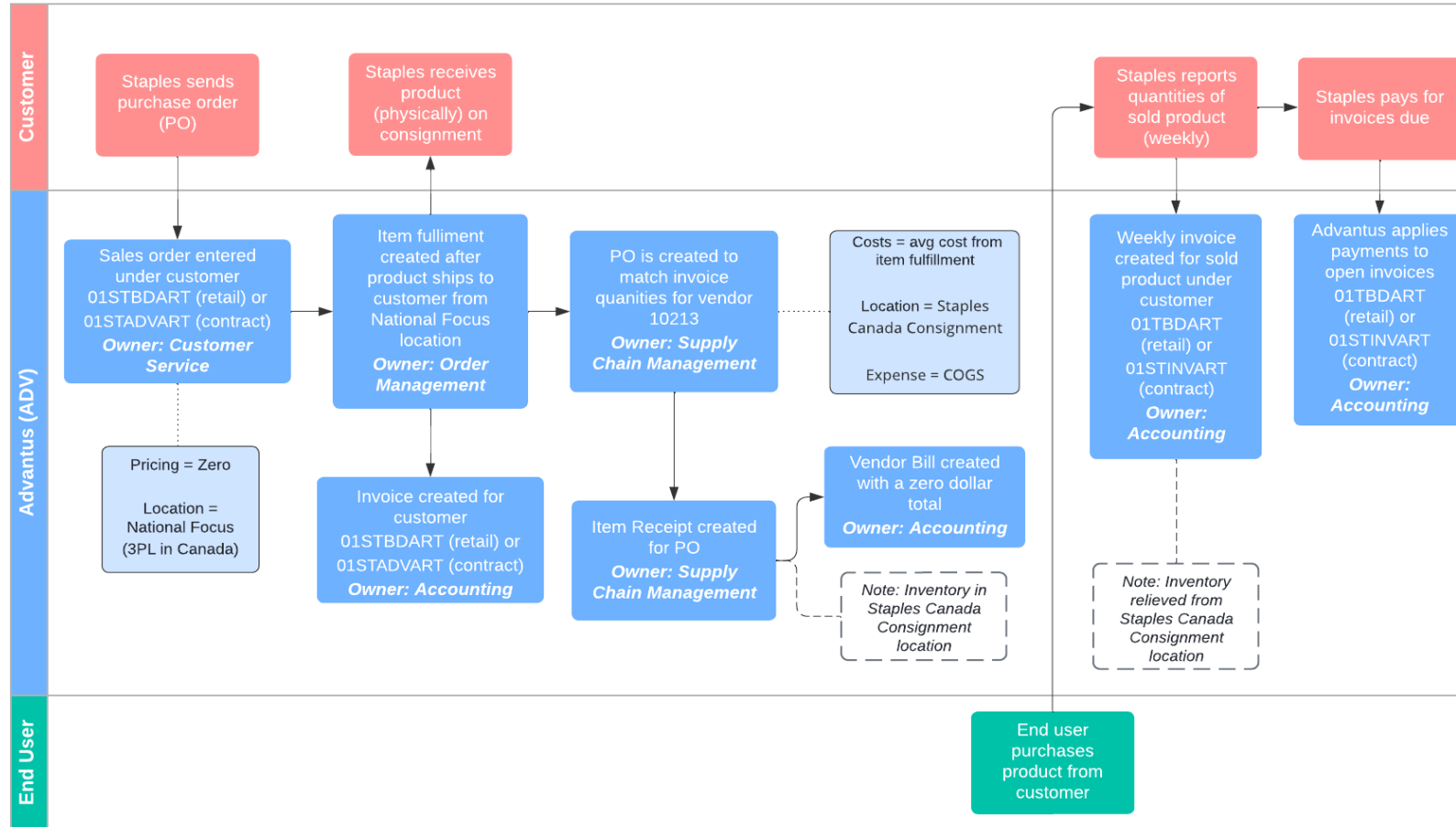
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Questions?