

Procedure & Guide

B2B Booking Dealer

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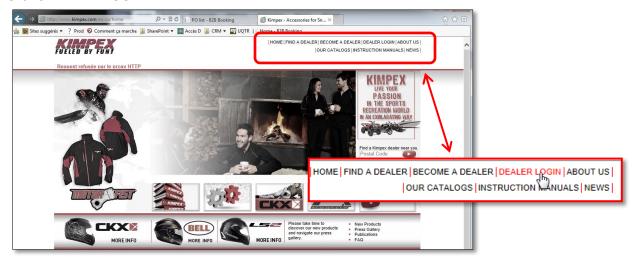


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- 1. Access the B2B Booking/Promo website.
 - 1.1. Open the Kimpex dealer website at the following link www.kimpex.com
 - 1.2. Click on DEALER LOGIN



1.3. Enter the dealer user name and password in the *User Name* and *Password* fields then click on *Login*.



1.4. Click on BOOKING in the menu to access the B2B Booking/Promo website.





2. Create an order.

Refer to ANNEX 1 and 2

- 2.1. From the *Home* screen, access the desired promo by clicking on the *Place/Modify order* button assigned to the promo A6.
 - This will bring you to the *Order* menu.
 - You can also reach this screen by selecting Order > Place/Modify order in the site menu A8.
- 2.2. Type the dealer new PO # in the PO # field B2.
 - · This is a text field with no standard
- 2.3. Select the desired promo release date by clicking on the calendar icon B3.
- 2.4. Answer Yes to the question Do you want to create a new order?



- 2.5. Confirm the ship to address in the Ship to field B5.
 - If your user profile allows it, and more than one location is available, select the right address when needed.
- 3. Enter products on the order
 - Three methods are possible:
 - #1: One sku at a time in *Place/modify order* menu.
 - #2: One sku at a time in Quick order menu.
 - #3: More than one sku at a time in *Quick order* menu.
 - 3.1. Method #1

Refer to ANNEX 3

- 3.1.a. Choose a discount group in field Select a discount group.
 - A discount group must be selected in field C2 to display a parts list in section C6.
 - To find the discount group on which a brand, product sub group or part number is, use search option C4 or C5.
- 3.1.b. Enter the desired quantities in the *Qty ordered* column.
 - The top disc. group summary box C19 is automatically updated each time a quantity is entered.
 - The quantities are automatically saved at each modification. No SAVE action required.
- 3.1.c. Repeat this procedure for each discount group.
- 3.2. Method #2 and #3.

Refer to ANNEX 6

- 3.2.a. Select Quick order in the Order menu G1
- 3.2.b. Choose or create a PO # in field PO # G2.
- 3.2.c.
 - Method #2: Enter a specific part number in the *Number* column **G3** than its quantity in the *Quantity* column **G4**.

OR

• Method #3: Upload a CSV file by clicking the delimited (*.csv) ANNEX 7

3.2.d. Confirm the changes by clicking on the Add to order button G5



4. Validate order information

Refer to ANNEX 8

- 4.1. Access the Summary > Discount group menu to revise the order.
- 4.2. Validate that you are on the right promo in field H1.
- 4.3. Make sure you have optimized your discount levels in the *Next level* column by comparing with the *Qty ordered*.
- 4.4. Modify the quantities directly in this screen by clicking on the eigen located in first column or return to Order menu to adjust the order.

5. Confirm an order

Refer to ANNEX 10

- 5.1. Click on *PO List* in the top menu.
- 5.2. Make sure the default promo in the drop down menu **H1** is the right one.
- 5.3. Click on Details in the Action column to see your order details J3.
 - To exit *Details* screen, click on the *Back to PO list* button Back to PO list
- 5.4. Validate all your PO's than click on *Transfer order*
 - PO's will be transferred all at once.
- 5.5. After transferring your order an email will be sent to you for your signature.
- 5.6. Return the signed documents to Kimpex to complete the transfer.

6. Order SPIF

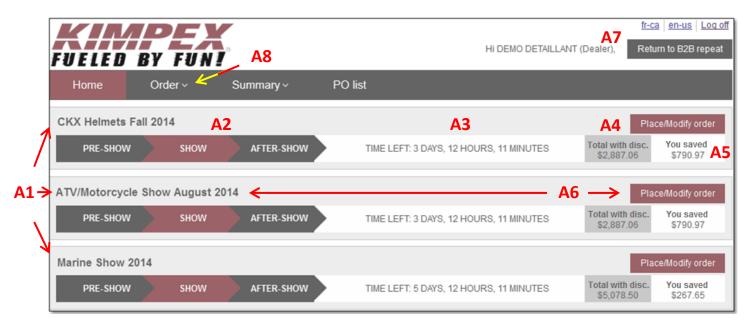
Refer to ANNEX 5

- 6.1. Access the SPIF screen by clicking on the SPIF tab **E1** in *Place/Modify order* screen.
- 6.2. Select a SPIF in field Select a SPIF... E2.
- 6.3. Verify the possibility to reach a new level in column Next level of the SPIF Summary Box E4.
- 6.4. Increase the quantity in column Qty ordered E7.
- 6.5. Repeat this procedure for each SPIF.



ANNEX 1: Home screen

Starting here, the term *Promo* will be used to identify both *Booking* and *Promo* information.

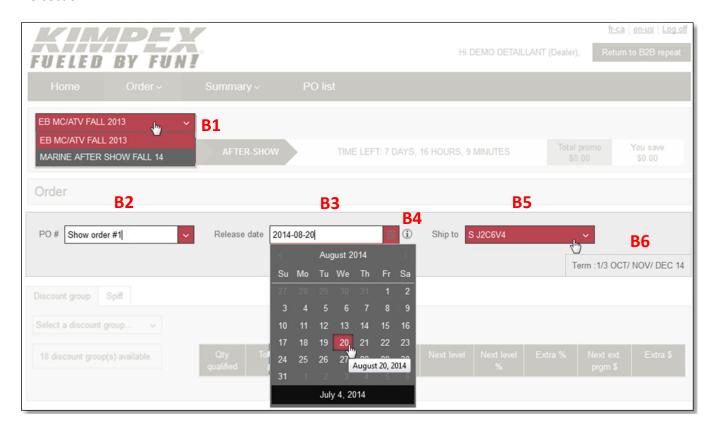


- Field index of Home screen
 - All promos for which you are eligible A1.
 - Promo status; only when required by promo type A2.
 - o Time left to the promo A3.
 - Amount you have ordered on the promo including discounts A4.
 - Amount you are saving on the promo A5.
 - o Place/Modify order button A6 will bring you to your order.
 - Clicking on Return to B2B repeat button A7 will open a new internet page and bring you back to the regular order screen.

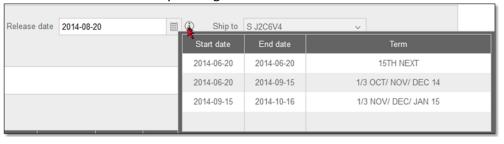


ANNEX 2: Order > Place/Modify order screen

PO section



- Field index of Order screen.
 - List of all promos for which you are eligible B1.
 - PO # field B2 is to create new PO's and to select existing ones.
 - Release date field B3 is to select a release date when creating a new PO #.
 - Payment terms B6 will adjust accordingly to the chosen date.
 - List of terms are available by clicking on the (1) icon B4 next to the Release date field B3.

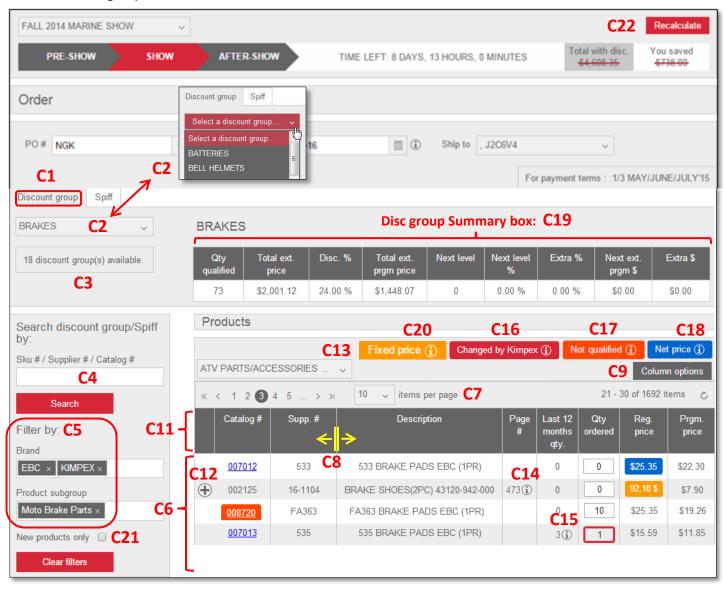


- Ship to field is automatically filled with your store address.
 - Some may have more than one store location to choose from if needed.



ANNEX 3: Order > Place/Modify order screen

Discount group section









- Field index of *Discount group* screen.
 - o Access the discount group screen by clicking on the *Discount group* tab C1.
 - Discount group list associated to the promo C2.



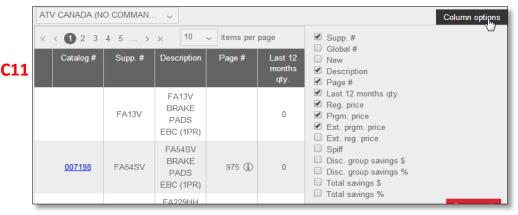
- o Field C3 will indicate the quantity of discount groups available for the requested Search C4 or Filter C5.
 - Filter C5
 - More than one filter can be selected in the same box C5.
 - Field C2 and C5 are interrelated. If a filter is done in one of these fields it will make the others list only the discount groups, brands or product sub groups associated to this search.
 - Narrow down the discount group list C2 by selecting, in field C5, either a brand and/or product sub group.
 - Search C4
 - Enter a part number to find to which discount group or SPIF it belongs to.
 - To display a specific group of products, for example VG-975 helmets, search by key word VG-975.
- o Field C21 New products only will add a filter to the search to display only the new items.
- Recalculate C22 button Recalculates every Total with disc and You saved amounts plus the information contained in field C19.
 - Total with disc and You saved amounts will be crossed out when a recalculation is needed.



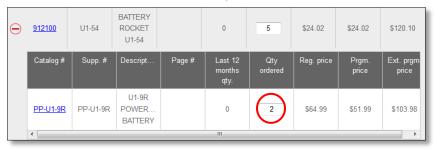
- Discounts and amounts are not automatically recalculated at every quantity update to accelerate the order process but all quantity changes are saved.
- o All part numbers available in this discount group will appear in section C6.
 - Display more items by changing the quantity in the *items per page* field **C7**.
 - Adjust the width of the columns if needed C8.
 - Add or remove columns with the Column options button C9.
 - While supplies last warning will advise you of limited quantities available C10.



Details of order header C11 and part number section C6.
 The list may be sorted by clicking on any column title in the order header C11.



- Catalog #: Part number listed in the catalog
 - This column cannot be removed.
 - A gray part number in this column means that this item is no longer available for this promo.
 - The ticon C12 next to the catalog # will display the sub numbers when available.
 - You can order the sub number directly from this screen.



- Supp. #: Supplier part number
- Global #: Kimpex 6 digits part number
- New: Identifies new products
- Description: Product description
- Page #: Display a default catalog page in the Page # column by selecting a catalog in the C13 field.
 - The (1) icon C14 next to the page number will display all the catalogs that contain this part number.
- Last 12 months qty.: Last 12 months purchase history.
 - The icon C15 will list on which type of order this item has been purchased: booking, repeat and/or drop ship.
- Qty ordered: Quantity ordered on the PO.
 - Changed by Kimpex (i) note C16 means that this quantity has been modified by Kimpex to match inventory availability.
 - Not qualified 1 note C17 means that this quantity does not qualify to increase discount level, but will still get promo price.
- Reg. price: Regular price is the price without discount.
 - Net price (1) note C18 means that no extra discount can be added to this item. Only regular price applies.



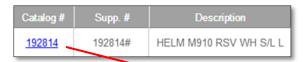
- Prgm. price: Program price is regular price minus discount.
 - Fixed price (i) note C20 means that this product is eligible for SPIFs, but not included in the program discounts.
- Notes Fixed price (), Changed by Kimpex (), Not qualified () and Net price () identified by C16, C17, C18 and C20, will appear only if the screen displays a product qualifying for those criteria and will highlight its price or # with matching color.
- Ext. prgm. price: Extended program price is the program price multiplied by the quantity ordered.
- Ext. reg. price: Extended regular price is the regular price multiplied by the quantity ordered.
- SPIF: Identifies products with a SPIF.
- Disc. group savings \$: Discount group savings in dollar amount is the difference between the Ext. reg. price and the Ext. prgm. price.
- *Disc. group savings %:* Discount group savings in percentage is the *Disc. group savings \$* divided by the *Ext. reg. price*.
- Total savings \$: Total savings in dollar includes the discount group and SPIF savings.
- Total savings %: Total savings in percentage includes discount group and SPIF savings.
- Discount group details will be listed below the discount group title in the disc. group summary box C19.

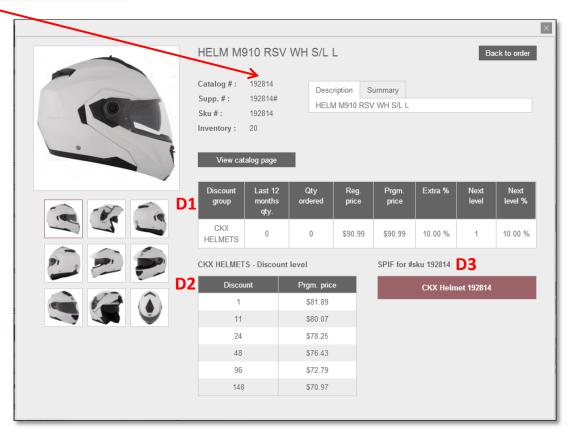
| Qty qualified | Total ext. price | Disc. % | Total ext. prgm price | Next level | Next level % | Extra % | Next ext. prgm \$ | Extra \$ |
|------------------|---------------------|---------|--------------------------|------------|-----------------|---------|----------------------|----------|
| 0 | \$0.00 | 0.00 % | \$0.00 | 1 | 10.00 % | 10.00 % | \$0.00 | \$0.00 |

- Index of Discount group header:
 - *Qty qualified*: Quantity qualified is the total quantity of products ordered that qualifies to increase the discount level.
 - Total ext. price: Total extended price is the regular price of the product multiplied by the quantity.
 - Disc %: Is the discount percentage associated to the Qty qualified.
 - Total ext. prgm price: Total extended program price is the amount after the discount has been applied on regular price.
 - Next level: Quantity or amount to reach to get to the next discount level.
 - Next level %: Next level percentage discount.
 - Extra %: Difference between reached discount level and the next level.
 - Next ext. prgm \$: Next extended program price is the multiplication between the actual qualified quantity and next discount level.
 - Extra \$: Difference between Total ext. prgm price and Next ext. prgm \$.



ANNEX 4: Product details screen



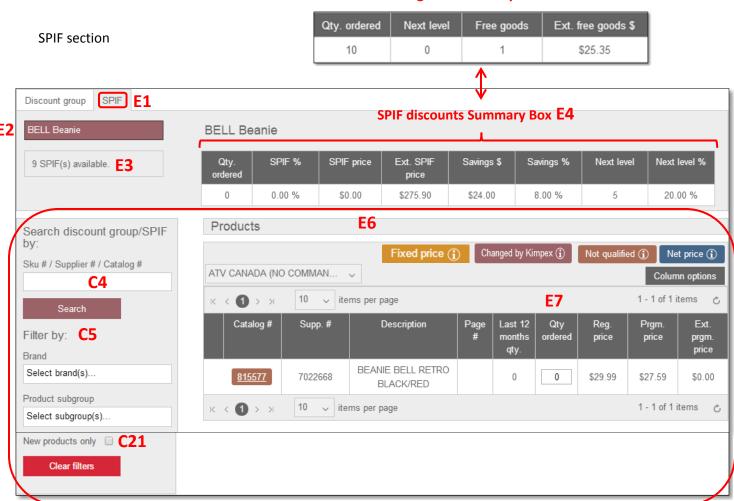


- Field index of *Product details* screen
 - Details of header D1.
 - Discount group: Discount group in which this product is.
 - Last 12 months qty: Last 12 months purchase history.
 - Qty ordered: Quantity ordered on the PO.
 - Reg. price: Regular price is the price without discount.
 - Pram price: Program price is regular price minus discount.
 - Extra %: Difference between next level and reached discount level.
 - Next level: Quantity or amount to reach to get to the next discount level.
 - Next level %: Next level percentage discount.
 - Details of header D2.
 - This chart will list the part # price for each discount level.
 - Discount: Quantity or amount to reach to get next level.
 - Prgm. Price: Program price is the price you will for that level.
 - o Field D3 lists all the SPIFs available for this product.



ANNEX 5: Order > Place/Modify order screen

Free goods Summary Box E5

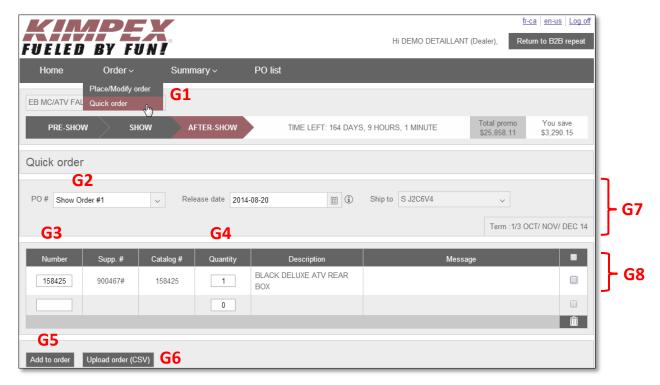


- Field index of SPIF screen
 - Access the SPIF screen by clicking on the SPIF tab E1.
 - o Field E3 indicates the quantity of SPIF available on the promo or for the requested Search C4 or Filter C5.
 - o Field E2 list all the SPIF available on the promo or for the requested Search C4 or Filter C5.
 - For more details on field E6 and notes to ANNEX 3
 - Details of SPIF discounts and free goods summary box header E4 and E5.
 - *Qty ordered*: Total quantity ordered on the booking, all PO's included.
 - SPIF %: Discount received with this SPIF.
 - SPIF price: Value of the product when SPIF applied.
 - Ext. SPIF price: Extended SPIF price is the SPIF price multiplied by the Qty. ordered.
 - Savings \$: Total dollar amount saved with this SPIF.
 - Savings %: Total percentage saved with this SPIF.
 - Next level: Quantity or amount to reach to get to the next SPIF level.
 - Next level %: Percentage discount of next level
 - Free goods: Quantity of free goods already reached.
 - Ext free goods \$: Extended free goods \$ equals the value of cumulated free goods.



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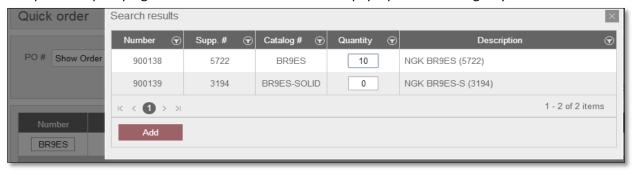
ANNEX 6: Order > Quick order screen



- Field index of Quick order screen.
 - o PO section **G7** is explained in **ANNEX 2**.
 - Details of Quick order header G8.



- Number: The number field can be used to search with any part number or key word.
 - Example for a spark plug: Search with number BR9ES. The pop-up window will give you two choices.



Supp. #: Supplier part number
 Catalog #: Part number listed in the catalog

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ANNEX 6

- Quantity: Quantity added on the PO
- Description: Product description
- Message: Messages for additional details:
 - No SKU has been entered
 - The SKU #X isn't in the promo
 - The quantity for SKU X must be greater than zero (0)
 - The separator in the csv file is not valid for SKU 123456
 - The quantity for SKU 123456 has been updated to respect the packaging of this product.
 - X item(s) have been added to the quantity ordered
 - "123456" hasn't been found.
 - The keyword must have at least 3 characters
 - Available till supplies last. Quantities may not be available at order transfer. Revision possible.

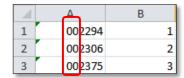


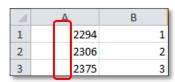
ANNEX 7: Create a CSV file

- 1. Create a CSV file
 - The CSV procedure is also available by video at link http://youtu.be/mnjLzcC4pLs
 - If the original file was extracted from LARS, refer to link http://youtu.be/mnjLzcC4pLs
 - 1.1. Open a new Excel file
 - 1.2. Put all the cells in TEXT format.
 - This will eliminate problems while entering part numbers that begin with zero's.

With text format

Without text format

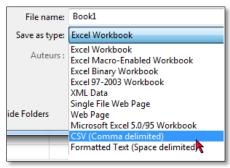




- 1.3. Enter the part numbers in column A
- 1.4. Enter the quantities in column B
 - Do not write column titles.

| A | Α | В | С |
|---|--------|---|---|
| 1 | 191361 | 1 | |
| 2 | 191362 | 2 | |
| 3 | 191363 | 3 | |
| 4 | 191364 | 1 | |

1.5. Close the Excel and save as CSV comma delimited (*.csv) in the file type field.

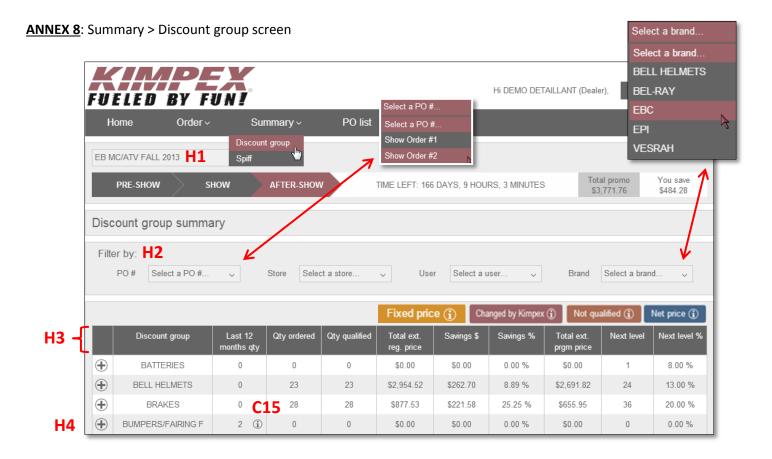


• If you re-open your CSV file, you will notice that all part number beginning with zero's do not show them anymore, that's ok, the system knows they were there and will consider them when you upload your file with the Upload order (CSV) button G6 from ANNEX 6.

• Once saved, it is important to never modify a CSV file. Always start fresh with a new Excel if you need to add or remove products from the file.



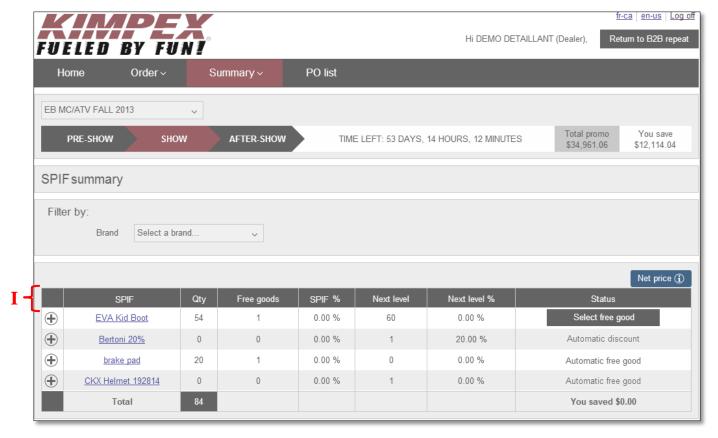




- H1 is the promo list field.
- Field index of Summary > Discount group screen
 - o Use Filter by option H2 to filter the discount group list by PO #, Store, User and/or Brand.
 - Summary > Discount group header details H3.
 - Discount group: Discount group title
 - Last 12 months qty.: Last 12 months purchase history
 - The icon C15 will list on what type of order this item has been purchased: booking, repeat and /or drop ship.
 - Qty ordered: Quantity ordered on the PO.
 - Qty qualified: Quantity qualified is the total quantity of products ordered that qualify to increase the discount
 - Total ext. req. price: Total extended regular price is the regular price multiplied by the quantity ordered.
 - Savings \$: Total dollar amount saved in this discount group
 - Savings %: Total percentage saved in this discount group
 - Total ext. pram. price: Total extended program price is the program price multiplied by the quantity ordered.
 - Next level: Quantity or amount to reach to get to the next level.
 - Next level %: Percentage discount of next level.
 - Clicking on the icon H4 will display every item ordered in this discount group.
 - Fixed price () Changed by Kimpex () Not qualified () and Net price (), refer to ANNEX 3



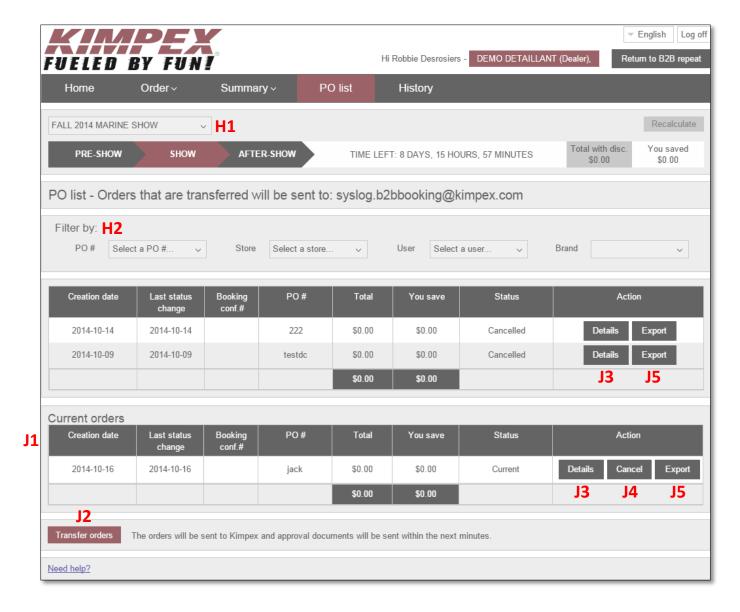
ANNEX 9: Summary > SPIF screen



- SPIF Summary header details I.
 - o SPIF: SPIF name
 - o Qty: Quantity of products ordered that qualify for this SPIF.
 - o Free goods: Free goods for which the dealer is eligible.
 - SPIF %: Percentage value given by this SPIF.
 - o Next level: Quantity or amount to reach to obtain the free good item.
 - Next level %: Next possible discount level.
 - o Status types:
 - Select free good
 Select free good
 - When there are more than one free good to choose from.
 - Update free good
 Update free good
 - Once you have selected a free good, the button will rename itself with *Update free good*.
 - Automatic discount
 - Signifies that once you have placed the requested amount of product on the order no other action is required to obtain the discount.
 - Automatic free good
 - Signifies that once you have placed the requested amount of product on the order no other action is required to obtain the free good.



ANNEX 10: PO list screen



- Field index of PO List screen.
 - o Refer to ANNEX 8 for H1 and H2 field details.
 - o PO List header details J1.
 - Creation date: Date of PO creation
 - Last status change: Date of the last status change.
 - Booking conf. #: The Booking confirmation number will be automatically generated by the system.
 - Useful for customer service call reference
 - PO #: Dealer PO # entered at creation.
 - Total: Total dollar amount on the PO, savings included.
 - You save: Total dollar amount saved on the PO.



- Status: PO status types
 - Current: It is still possible to modify this order. Has not been sent to Kimpex yet.
 - Waiting for Signature: Order has been sent to Kimpex and Kimpex is waiting for a signature to proceed.
 - Transferred: Signature has been received and the order is being processed by Kimpex.
 - Shipped: Order has been shipped to the dealer.
 - Cancelled: Order has been cancelled.
- o Transfer order J2 button Transfer orders: Will send the order to Kimpex.
 - The system will ask to confirm the *Release date* that was chosen when the PO was created.



- o Cancel J4 button Cancel: Will cancel the complete PO.
 - Clicking on the *Cancel* button will bring this pop-up to the screen with the following question: *Do you really want to cancel your PO? You can also save the list of products from your PO in an Excel (csv format).*

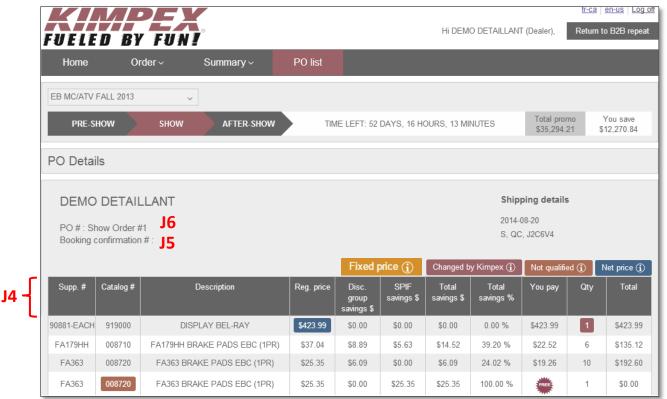


o Export J5 button Export : Will export your PO recap in Excel.





- · Action column:
 - Details button J3 Details will bring you to the complete list of products ordered on this PO.



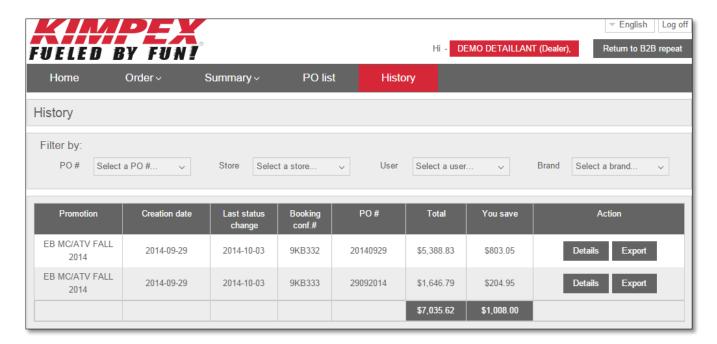
- Index of PO details header J4.
 - Catalog #: Part number listed in the catalog
 - Supp #: Supplier part number
 - Description: Product description
 - Reg. price: Regular price is the price without discount
 - Disc. Group savings \$: Discount group savings in dollars means the amount saved on this item using this discount group.
 - SPIF savings \$: Amount saved thanks to the SPIFs.
 - Total savings \$: Addition of SPIF savings \$ and Disc. Group saving \$.
 - Total savings %: Percentage savings generated by the SPIF savings and Disc. Group saving together.
 - You pay: Final price you will pay for this item.
 - Qty: Quantity ordered for this item.
 - *Total*: Final price of this item multiplied by the quantity ordered.
 - See Order > Place/Modify order screen > Discount group section for details on notes

 Changed by Kimpex (i) Not qualified (j) and Net price (j)
- PO # J6 field: Displays the dealer PO #.
- Booking conf. # J5: Displays the Kimpex confirmation #.
- Free icon: Identifies a free good item



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ANNEX 11: History screen



- Will display only PO's for promos that are closed.
- Refer to **ANNEX 10** for Field index of *History* screen