

# reterms

**Redefining how business will be transacted  
between modern grocery retailers & their suppliers**

Following are “select slides” from a 2019 presentation shared with GS1  
This represented a pivot based on the challenges of lack of interoperability

November 2019

## A quick take on the

- grocery retail industry
- the opportunity reterms sees
- and the role GS1 plays

# Businesses are stifled by Legacy systems

Customer mindsets are changing And so is business

Access > Dialogue  
• We've moved from interruption to

Price > Proa  
• From a pas consumer

Assortm  
• Who ba wait for

Serv  
• Wh me

**Reinvent via disruption**  
Old business models are being challenged by companies that understand the power of software applied to a disruptive idea.

• Who goes and seeks things out

**Radical Personalization**  
Companies are using software to get to know and service their customers in highly personalized ways to build loyalty and create value.

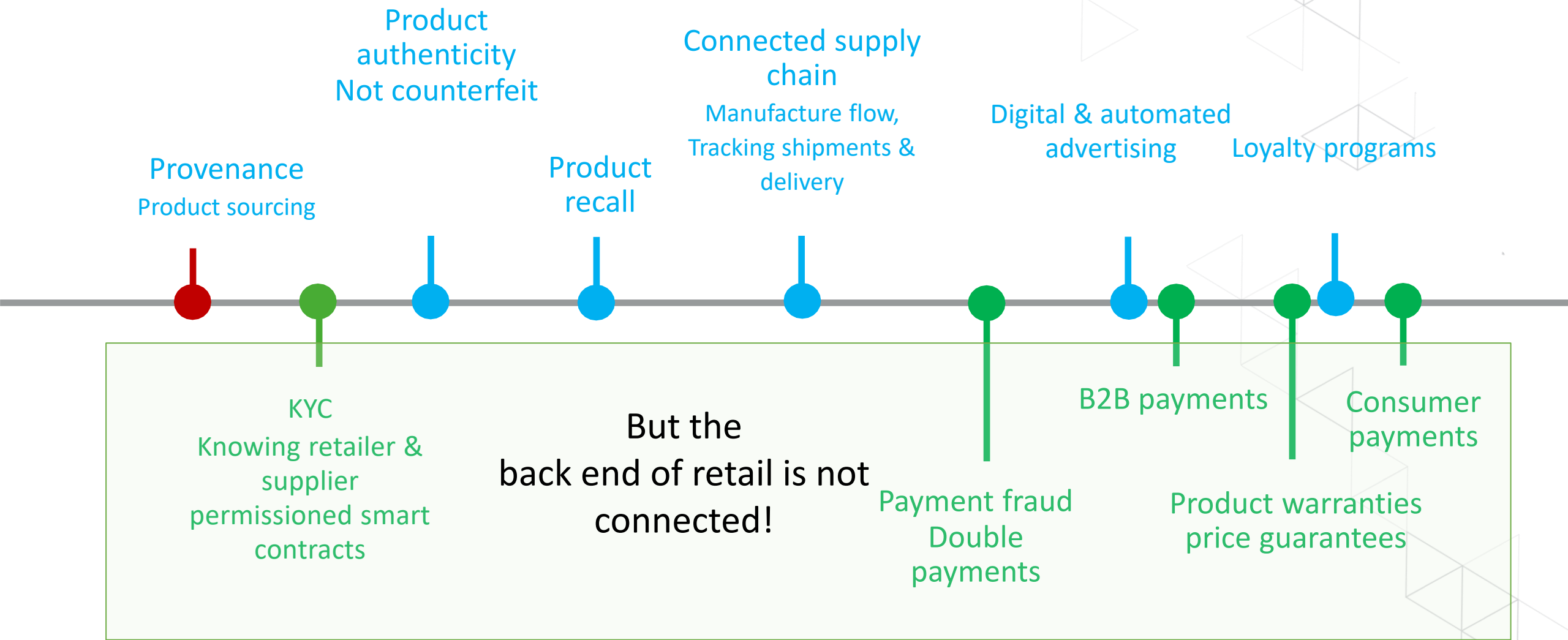
**Reinvent via disruption**  
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**DLT / Blockchain think differently**  
Cloud software reduces costs, improve efficiency, allows for massive data integration and hyper scale real-time matching

**Advancing AI & machine learning**  
Machine learning recognizes patterns, generates and understands natural language, provides enhanced sensory perception and optimizes operations.

For the industry collaboration is a must for efficiency

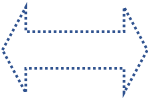
# Reterms is focused on the back end



# addressing a major industry risk

*Retailer – Tesco*

*Supplier - Unilever*



**Risk 1 of 7**

- 1. High level of judgement
- 2. Reliant on Complex legacy systems
- 3. Management Bias

**Management Override of Controls**



**Risk 2 of 7**

- 1. When recognized
- 2. Variety & number of buying arrangements
- 3. Significant complex performance contracts

**Recognition of Commercial Income**



**Risk 1 of 3**

- 1. Risk revenue overstated
- 2. Material complex and judgmental
- 3. Incentive to recognize income early

**Revenue Recognition**

**The risk from complexity coupled with legacy systems in the grocery sector is real and ongoing as highlighted by Auditors E&Y in Tesco and Unilever annual reports**



# At a time when the industry wants change



Accurate, validated and **aligned product master data**...

**Full visibility of data** status and ownership across the value chain

An effective industry standards body specialising in **product and consumer master data**

Simple and effective tools and **systems to capture and share** product master data

Product master data solutions are **aligned to future value chain and consumer needs**

**Leverage Machine Learning, Big Data and Blockchain to improve product master data**

Alignment with **global standards**"

industry initiatives  
APEC trade ministers  
regarding  
LEI, LOU, GS1,  
ProductDNA, GDS  
& provenance

Source: Product Master Data Workshop, August 2017

# Reterms pivots to create

XX

XXXXX **Requires signing NDA** XXXXX

XX

# Reterms pivots to build an industry standard

## Our Vision

- o Automate the back end of retail
- o Remove reliance upon legacy systems,
- o Provide benefits to all via smart contracts
- o Focus on profit protection
- o Provide intelligence to grow sales
- o Increased visibility to c-suite executives

**Promotional terms**

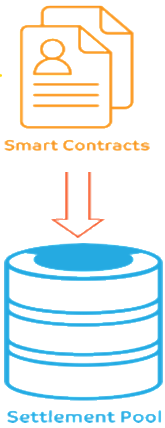
- Rebates off purchases
- Incentives from sales
- Traditional media
- Instore media
- Real estate
- Cost of goods

**Promotion support**

- Advertising Allowance
- Warehouse Allowance
- New Store Allowance
- Defective Allowance
- Deal/Promotional Allowance
- Quantity/Truckload Allowance
- Early Buy Allowance
- Price Protection
- EDI Allowance
- Display Allowance
- New Warehouse Allowance
- Volume Rebates
- Deal Allowance Due on Shortages
- Meet Competitor's Price
- Allowance - All Others

## Our Approach

- o Build supplier/ retailer smart contracts
- o Simplify trading terms
- o Build smart data to protect profits
- o Help settle those contracts
- o Build data assets
- o Delivering smart insights
- o Feed a settlement pool



## Path to Market



- o Select a compelling use case
- o Leverage collaboration

## End User



pivot

Shared with signing an NDA



## Why



- o payables processing
- o dispute management
- o loyalty program management
- o trade promotions management

Source: IBM & Consumers Goods Forum Tomorrow's value chain





# Aligning the industry on trading terms



Reterms will pivot as .....

# Reterms to address complexity



**Harvesting**

**Location identification**  
Harvesting location  
GLN: 9504000219901-PL-A023

**Crate-level identification**  
GTIN: 09504000219109  
Batch/lot: B20171202-1  
Attributes  
Production date: 2017-05-22

<b>Who</b>	(GLN) 9504000219000
<b>What</b>	(GTIN) 09504000219109 (Batch/Lot) B20171202-1 (QTY) 200
<b>Where</b>	(GLN) 9504000219901 (GLN extension) PL-A023
<b>When</b>	2017-05-22T13:15:00+06:00
<b>Why</b>	Harvesting

**Manufacturing**

**Location identification**  
Processing location  
GLN: 9501101530911

**Case-level identification**  
GTIN: 09501101530003  
Batch/lot: AB-123  
Attributes  
Expiration date: 2017-12-02

<b>Who</b>	(GLN) 9501101532007
<b>What</b>	(GTIN) + (Batch/Lot) + (QTY) (Ingredients)
<b>What</b>	(GTIN) 09501101530003 (Batch/Lot) AB-123 (QTY) 500
<b>Where</b>	(GLN) 9501101530911
<b>When</b>	2017-07-14T23:20:00+01:00
<b>Why</b>	Manufacturing

**Shipping**

**Location identification**  
Outbound staging area  
GLN: 9501101530928-0S-5

**Pallet identification**  
SSCC: 395011015300022013  
Contents  
20 cases of GTIN: 09501101530003  
Batch/lot: AB-123  
Expiration date: 2017-12-02

<b>Who</b>	(GLN) 9501101532007
<b>What</b>	(SSCC) 395011015300022013
<b>What</b>	(GTIN) 09501101530003 (Batch/Lot) AB-123 (QTY) 20
<b>Where</b>	(SGLN) 9501101530928 (GLN extension) ST-5
<b>When</b>	2017-08-02T09:12:00+01:00
<b>Why</b>	Shipping

**Transporting**

**Location identification**  
Loading dock  
GLN: 9501101530928-0D-15

**Pallet identification**  
SSCC: 395011015300022013  
**Truck identification**  
GIAI: 9504000220L1-501-BK

<b>Who</b>	(GLN) 9504000220006 (Carrier)
<b>What</b>	(GIAI) 9504000220L1-501-BK (Truck)
<b>What</b>	(SSCC) 395011015300022013
<b>Where</b>	(GLN) 9501101530928 (GLN extension) OD-15
<b>When</b>	2017-08-02T10:15:00+01:00
<b>Why</b>	Transporting

**Receiving**

**Location identification**  
Inbound staging area  
GLN: 9504000221102-1S-3

**Pallet identification**  
SSCC: 395011015300022013  
Contents  
20 cases of GTIN: 09501101530003  
Batch/lot: AB-123  
Expiration date: 2017-12-02

<b>Who</b>	(GLN) 9504000221003
<b>What</b>	(SSCC) 395011015300022013
<b>What</b>	(GTIN) 09501101530003 (Batch/Lot) AB-123 (QTY) 20
<b>Where</b>	(GLN) 9504000221102 (GLN extension) IS-3
<b>When</b>	2017-08-02T12:12:00+01:00
<b>Why</b>	Receiving

**Selling**

**Location identification**  
Store  
GLN: 9504000221805

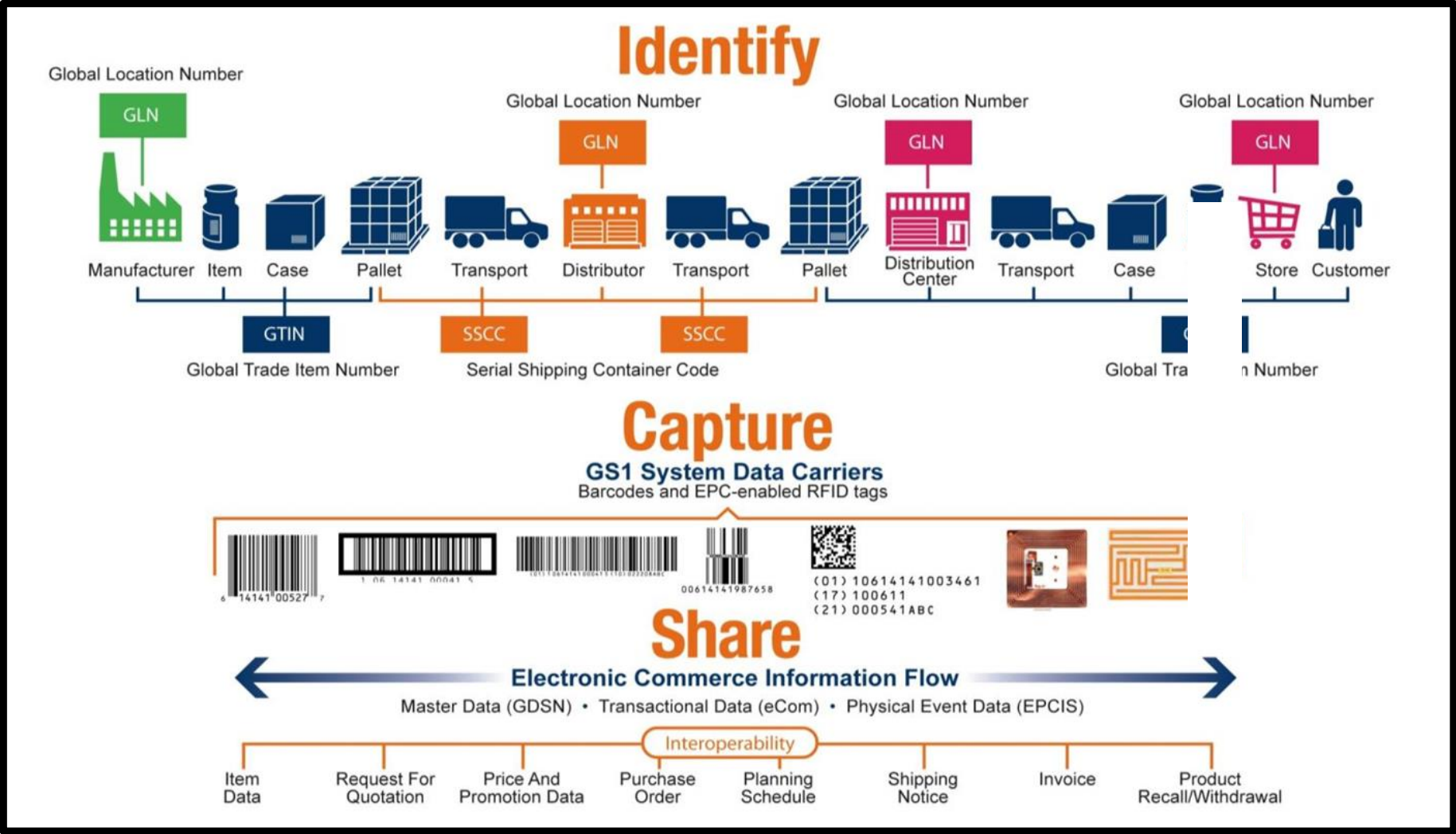
**Consumer unit identification**  
GTIN: 9501101530010  
Batch/lot: AB-123  
Attributes  
Expiration date: 2017-12-02

<b>Who</b>	(GLN) 9504000221003
<b>What</b>	(GTIN) 9501101530010 (Batch/Lot) AB-123 (QTY) 2
<b>Where</b>	(GLN) 9504000221805
<b>When</b>	2017-08-12T11:34:00+01:00
<b>Why</b>	Selling

reterms

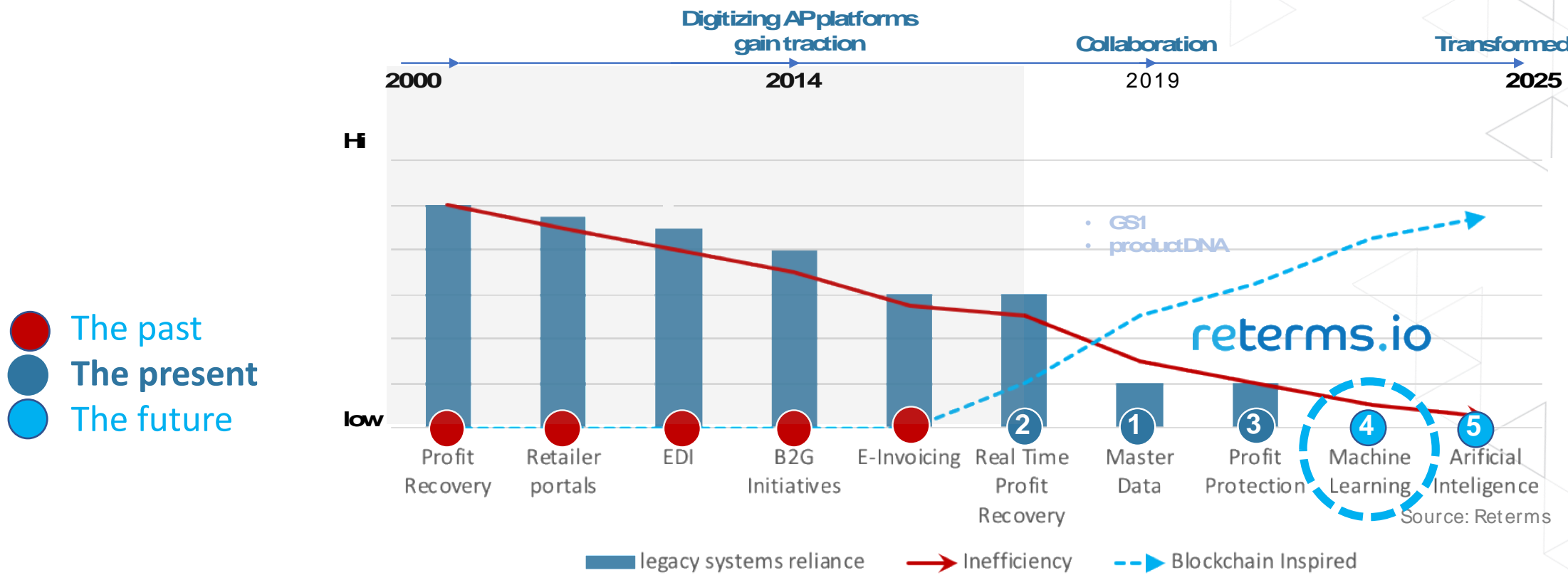
RTM - A missing piece of the puzzle

# Reterms solution



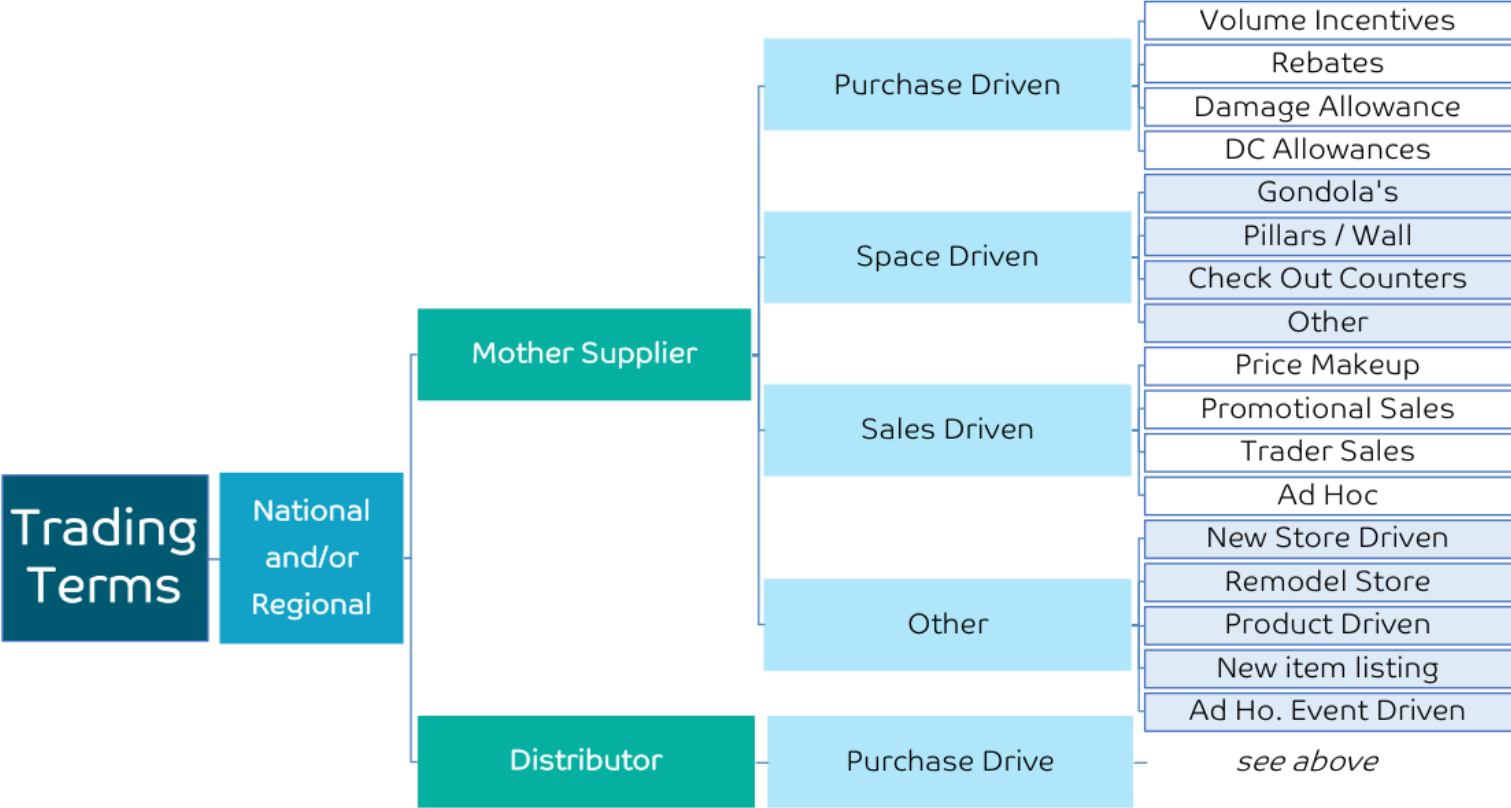
Reterms – completing the journey

# Reterms looks to reinvent via disruption



Providing new ways of working for the retailer and supplier

# Reterms understands the complexity



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4 years of manual data cleansing gave us significant insight and improving better machine learning