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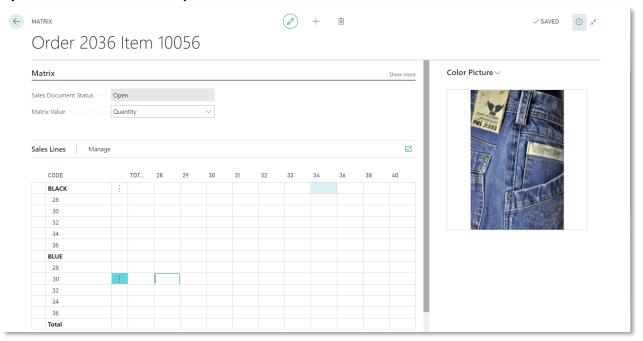
1. K3|pebblestone items

1.1 Sizes and colours in matrix

Products within fashion can have many different colours and sizes. To manage all these different product options in an efficient way, K3|pebblestone created the matrix throughout the whole system.

Products can also have 2 different size options and a colour option, for this K3|pebblestone has added an extra size option to the matrix, so it is possible to handle 3 dimensions in the matrix.

Take the jeans as an example, the waist and inseam are the size options and on top of that you have the colour of the jeans.



Size ranges can differ per region/country and that's why it is possible in K3|pebblestone to setup a mapping for country specific size ranges. For example, in Europe you have 36, 38, 40 etc. and in Great Britain this is 10, 12, 14 etc. Customers can order in their region/country specific size ranges.

For every colour a base colour can be assigned. It is also possible to work with uniform colour specifications like RGB and Hex codes.

Automatically create barcode numbers in several supported formats (EAN8/ EAN13 /EAN14/ GS1) and assign them to items and item variants, barcodes can be printed on item level.

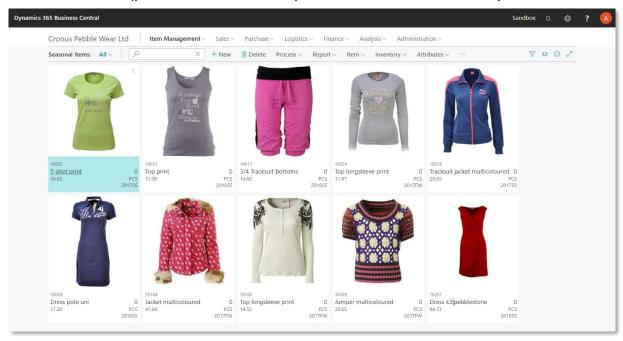
The barcode labels can also be printed based on a sales order or purchase order.

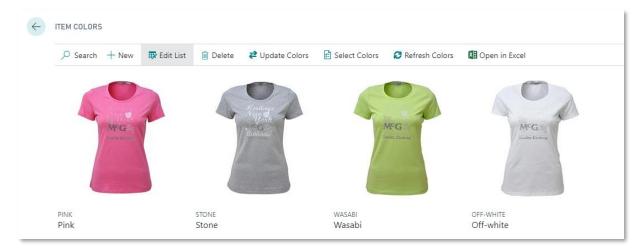




1.2 Item pictures

Pictures within K3|pebblestone can be setup on item level and could differ per colour level.





1.3 Seasons and Delivery Drops

Products within fashion are part of a season which can be broken down into delivery drops, for example Spring/Summer 1 or Spring/Summer 2. If a product is not part of a season than it is a NOOS product. The season and delivery drop within K3|pebblestone supports the specific way of working within fashion. These are more than just a field on the item card, these are also used when creating a sales order, purchase order and deliveries to customers.

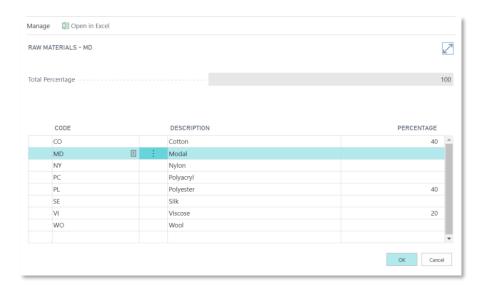
1.4 Carry-overs

When an item is successful it could become a Carry-over item, this means that the item is part of more than one season. You can attach different seasons on item and colour level and K3|pebblestone supports this and makes sure that the different seasons are linked to the item and colour.



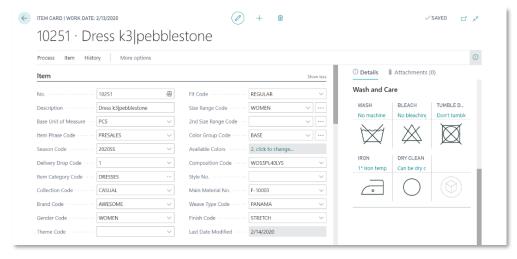
1.5 Composition

The composition is created by choosing the raw materials and the corresponding percentages. The sum of the raw materials needs to be 100%, K3|pebbletone is checking this. The created composition can be added to the item and material card.



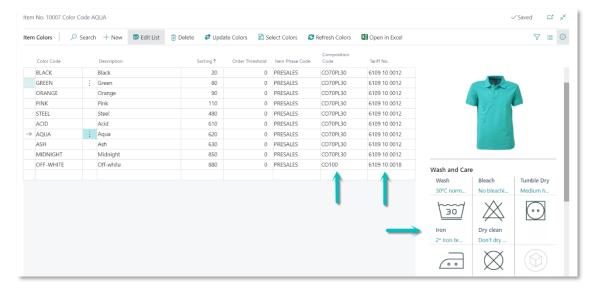
1.6 Wash & Care fact box

Wash & Care fact box attached to the item card shows how the product should be handled.
K3|pebblestone comes with a standard set of wash and care instructions but these can be adjusted if needed.



1.7 Composition, Wash & Care and tariff no. on product or colour level

The composition, Wash & Care and tariff no. can be setup on product or colour level. It is possible to set them up on item level and the values will be automatically copied to the colour level. If the composition, wash & care or tariff no. is different than this can be changed on colour level. The tariff no. could also be adjusted on colour/ size level.



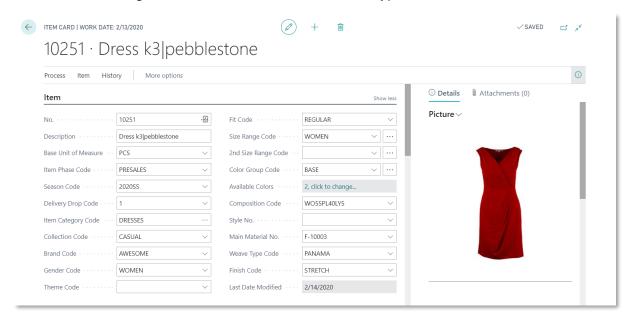


1.8 Style

A style is a higher level above the products which can group products together. When creating a sales order, the style can be used during order entry and you can choose products which belong to the style.

1.9 Fashion specific fields

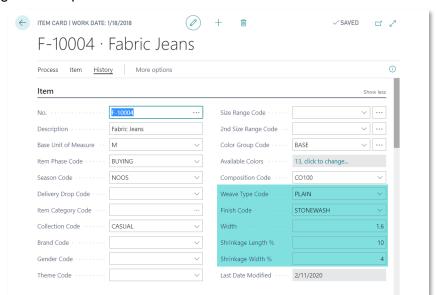
Fashion specific fields which are available on the item card within K3|pebblestone are brand, collection, theme, gender, fit, main material no., weave type and finish.



1.10 Material card

On the material card the following fashion specific fields are available:

- The weave type specifies the construction of the fabric. What kind of construction is the fabric.
- Finish specifies how the material is finished.
- Width makes it possible to setup the width of the fabric.
- Shrinkage Length and Width % make it possible to setup the percentage of potential shrinkage of the fabric.

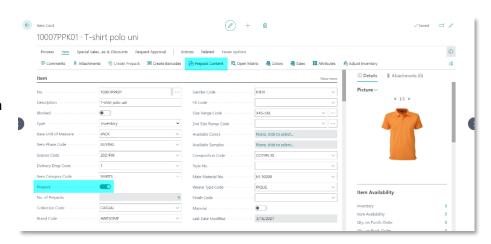


Are you interested in how this looks in K3|pebblestone? <u>Click here</u> and watch the demo video 'K3|pebblestone Items'. In just over 6 minutes we show how the Fashion specific Items are managed within K3|pebblestone.



2. Prepack

The prepack in K3|pebblestone is an Item. The functionality which is available on the items is also available on a prepack item. A boolean on the Item Card indicates that the item is a prepack and the prepack content can be viewed from the prepack item card.



2.1 Single item prepack on size and colour

Prepacks can be created with one item in different sizes and/or different colours.

The difference between a **size prepack** and a **colour prepack**:

• **Size prepack** is a prepack with a division on sizes. On the prepack item the colour can be chosen.

Size	36	38	40	42	44	46	48
PPK01	6	6	12	12	6	6	4
PPK02	4	6	8	8	6	4	2

Colour prepack is a prepack with the division on colour. On the prepack item the size
can be chosen. This option is for items that come in limited sizes or only one size, like a
bag, socks or underwear.

Example of a bag

Colour	One size
Black	6
Red	6
Pink	6
Blue	6

Example of socks

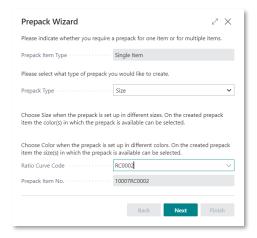
Colour	35-38	39-41
Black	3	3
White	3	3
Grey	2	2
Blue	1	1

Example of underwear

Colour	s	М	L	XL	
Black	2	2	2	2	
Red	1	1	1	1	
Pink	1	1	1	1	
Blue	1	1	1	1	

2.2 Prepack wizard

For the creation of prepacks we have created a smart wizard which helps to create the prepacks in an efficient way.



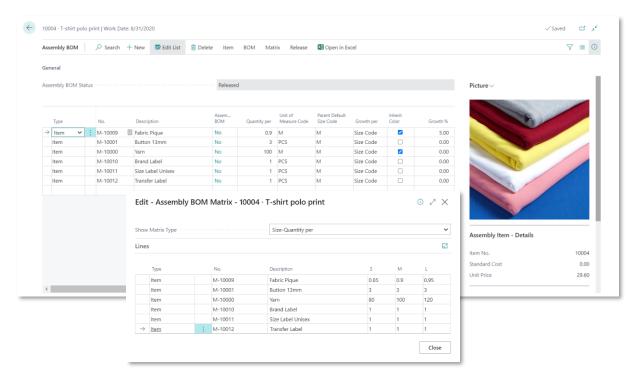


3. Assembly BOM and order

3.1 Assembly BOM

The Assembly BOM has been extended with colour, size and 2nd size so the consumption of materials can be setup for ready-made items. The adjustments on the Assembly BOM are specifically created to support the Light Manufacturing scenario or also called the CMT (Cut Make Trim) scenario.

The brand-owner is partly involved in the production of the collection, but the actual production is done by a third party. The brand-owner could be (partly) involved in the purchasing of the materials and the Assembly BOM allows the brand-owner the insights in the materials needed to produce the ready-made items.



3.2 Assembly-to-order

When a sales order is created with an item and Assembly BOM attached (all with variants) and the following set up: Replenishment system > Assembly and Assembly policy > Assembly-to-order, the Assembly order is created per variant.

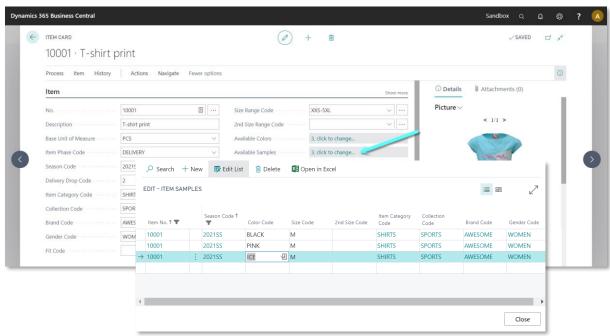
The variant information is part of the assembly header and lines.



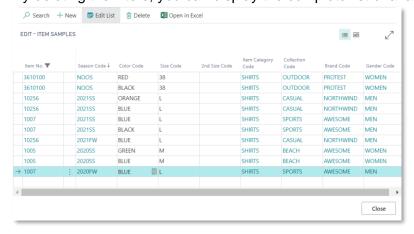
4. Samples

Within K3|pebblestone we have introduced a sample variant, which allows the registration of samples under the same item number. Working with a sample variant enables you to separate the samples easily from the regular collection, and you can set up different purchase and sales prices. Item variants will be created based on the standard sample size, and you can create as many different sample colours as you need.

On the item card, the automatically created samples are available and can be adjusted if needed.



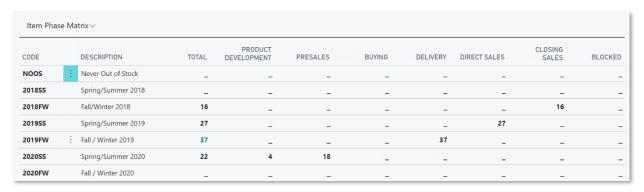
By deleting the filters, you can display the complete list of available samples.



5. Item phases within K3|pebblestone

When creating a collection, the items are going through different phases. The item phases within K3|pebblestone makes it possible to follow the lifecycle of the item, from design to closing sales.

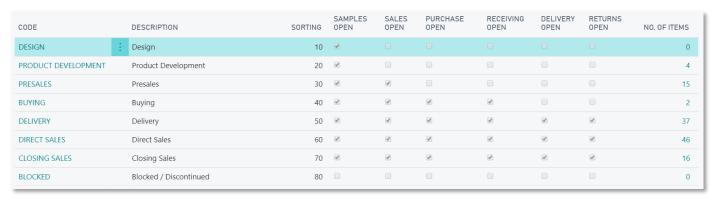
The total number of items in a specific item phase are displayed and by clicking on the number of pieces, the list of items is opened.



Sometimes items will not make it through the final phase, for example during the presales an item hasn't been sold enough and minimum buying quantities aren't met. The items will not be produced and need to be cancelled on the sales orders.

Within the different item phases some processes are available and other are not.

The items phases are linked to the item status, down below you see an overview of the various item phases and the processes which are available per item phases:



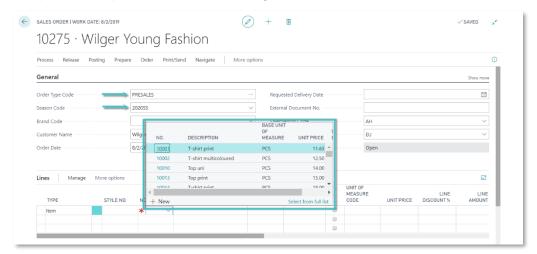
Are you interested in how this looks in K3|pebblestone? <u>Click here</u> and watch the demo video 'Item phases within K3|pebblestone'. In just under 3 minutes we show how the Item phases and Item status work together to manage the lifecycle of items within K3|pebblestone.



6. Sales ordering within K3|pebblestone

6.1 Presales ordering

In the fashion industry, a substantial part of sales is achieved through presales. Using samples, the representatives are selling collections, that will be delivered months later.



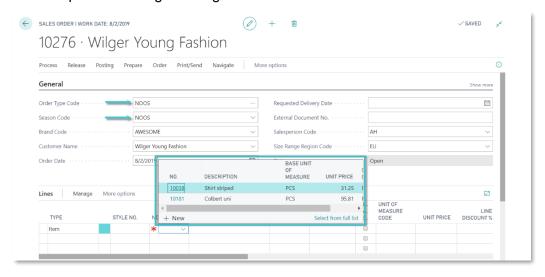
When creating a sales order, the attached order type presales will determine the behaviour during ordering. For presales items no stock and credit limited warnings will appear. The items are not in stock and the delivery of the items will be done months later. When the items are delivered, months later, the credit limited of the customers can be checked.

The season can be attached to the order type and this makes it possible that during sales order creation it is only possible to choose items of the attached season. If NOOS items are part of the presales they can also be made available on the presales order.

6.2 NOOS Ordering

Beside the presales collection you have also the in-season and NOOS collections. These items are in stock and will be delivered right away.

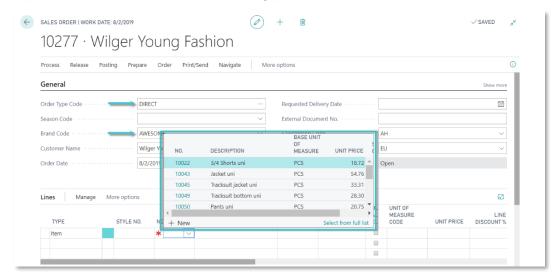
NOOS can also be setup in the order header and you can choose the items from the NOOS collection. When a NOOS order has been placed you send this directly to the warehouse so it can be picked. During ordering the stock information is available.





6.3 Ordering for distributors

Distributors are responsible for different brands and during sales order creation it is important to take the brand as a starting point.

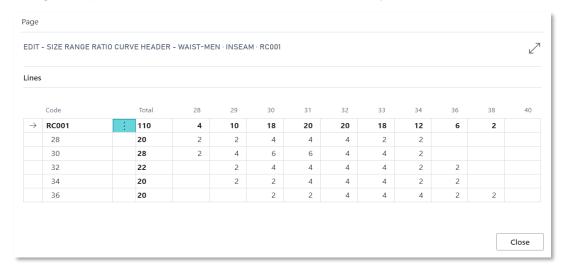


Within K3|pebblestone it is possible to choose the brand on the sales order and this will filter the items for the attached brand.

The payment conditions per brand could differ based on the customer, customer price group or country. K3|pebblestone makes it possible to set this up so during sales order creation the correct payment conditions is attached automatically on the sales order.

6.4 Ordering through ratio curve

Easy order entry using ratio curve templates, which include distribution in values over colours. After using the ratio curve on the sales orders or purchase order, it is possible to change the quantities and the ratio curve is not stored any more.

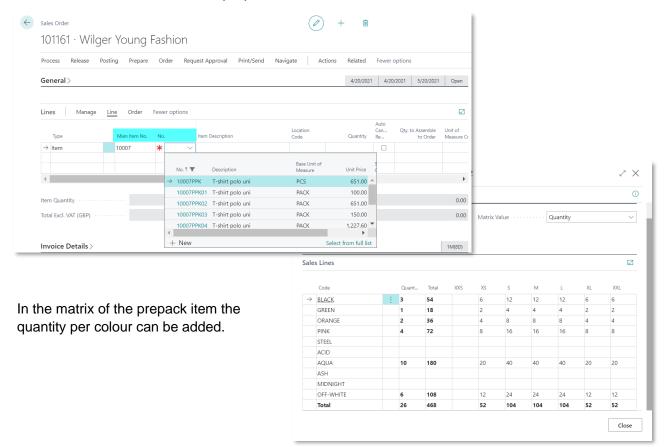




6.5 Ordering through prepack

The item no. and the prepack item no. are linked and this makes it easier to add the correct prepack item no. to the sales order. The item no. is added in the column main item no. and the linked prepack items can be selected in the column no.

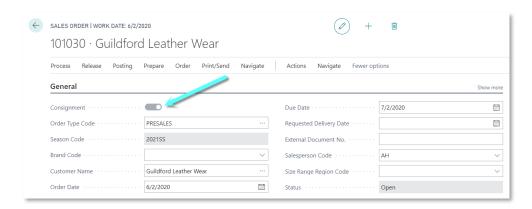
The column 'Quantity' shows the prepack quantity. The column 'Prepack quantity' is showing the total number of items in the prepack.



6.6 Consignment orders

When a sales order is placed in consignment, it means that the unsold goods can be returned at the end of the season. Payment is made for the goods when the goods have been sold to the end consumer, this reduces risk for the retailer.

For consignment, the wholesaler or brand-owner needs a document that is in fact a normal sales order including order confirmation reports, differences, pricing, order type, etc. A Boolean flag on the sales order indicates that it is a consignment sales order, which offers additional functionality to facilitate the consignment process.



Are you interested in how this looks in K3|pebblestone? <u>Click here</u> and watch the demo video 'Sales ordering within K3|pebblestone'. Little under the 6 minutes we show all the options of Sales order creation within K3|pebblestone.

7. Prices

7.1 Sales prices and discounts

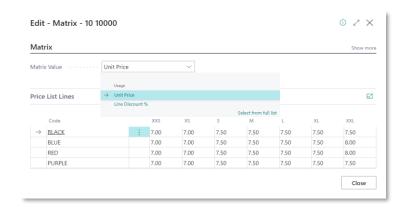
Sales prices and discounts can be set up on colour and/ or size level.

7.2 Purchase prices and discounts

Purchase prices and discounts can be set up on colour and/ or size level.

7.3 Recommended retail prices

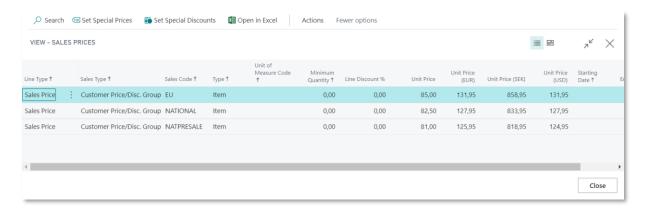
The recommended retail prices can be set up on colour and/ or size level.



7.4 Sales prices in different currencies

When a company is operating in different countries with different currencies it is possible to automatic calculate the prices based on the currency exchange rate, including commercial rounding method.

The functionality is available on the unit price and the recommended retail price.



7.5 Order type pricing

Prices can be different based on the order type of the sales order. If a customer is ordering the K3|pebblestone dress during the presales the price of the product is lower compare to when that same dress is re-ordered during the season.

Are you interested in how this looks in K3|pebblestone? <u>Click here</u> and watch the demo video 'Sales Prices'. Within 2 minutes we show all the options around Sales Prices within K3|pebblestone.



8. K3|pebblestone presales plan

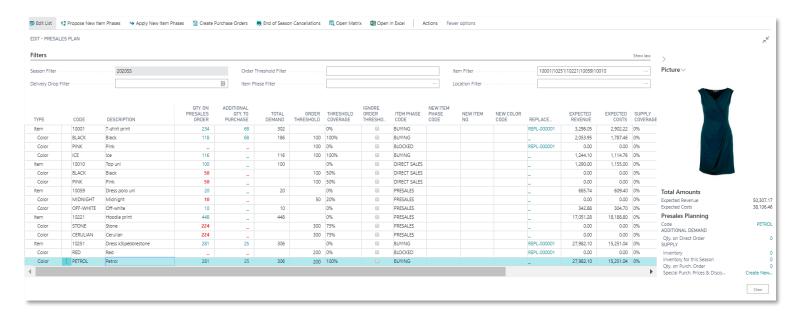
This is the way a presales process for the Spring/Summer 2020 collection could look, starting presales of the collection in June, and closing the season with the closing sales in March the next year.



The green marked activities are specific for fashion wholesalers and during these activities it is crucial to have insight in the product development, sales and purchase of the collection. This is the reason why K3|pebbelstone created a dashboard around this whole process. This is not a BI dashboard where you can only look at the information, but a dashboard from where decisions can be made and process can start.

From gathering the presales sales orders, making replacement and cancellation decisions up to the creation of the purchase orders and closing the season. All managed from one dashboard which shows updated information and allows the wholesaler to make the accurate decisions.





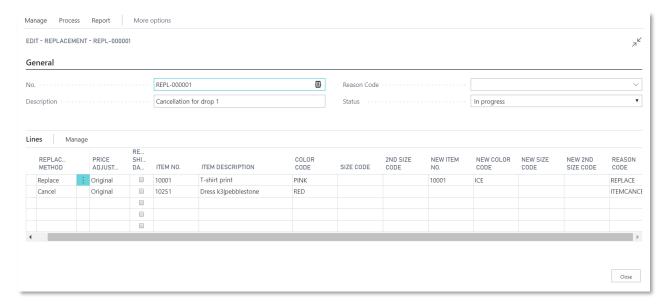
Are you interested in how this looks in K3|pebblestone? <u>Click here</u> and watch the demo video 'K3|pebblestone Presales Plan'. Within 3,5 minutes we show what kind of information is available within the K3|pebblestone Presales Plan.

9. Cancellations and replacements within K3|pebblestone

In the fashion industry, a substantial part of sales is achieved through presales. Using samples, the representatives sell collections that will be delivered months later.

During the presales period certain items prove to sell better than others. Some items may sell so poorly that the decision is made not to purchase or produce them. At that moment, the samples of the items concerned are taken out of the salesmen sample collection and in the remaining part of the presales period they focus on the items that do sell well. In that case, the company must decide what to do with the sales orders already created for the now cancelled items – these need to be adjusted.

Within K3|pebblestone we have advanced functionality to manage the replacements and cancellations in an efficient way. K3|pebblestone searches for all the sales orders that contain the relevant replacement or cancelled items. Actions can be set up to adjust the sales orders, by cancelling the items or replacing the items with similar items, in an automated way.



K3|pebblestone keeps track of these adjustments so you can report on them later. Gain and loss amount can be automatically registered.

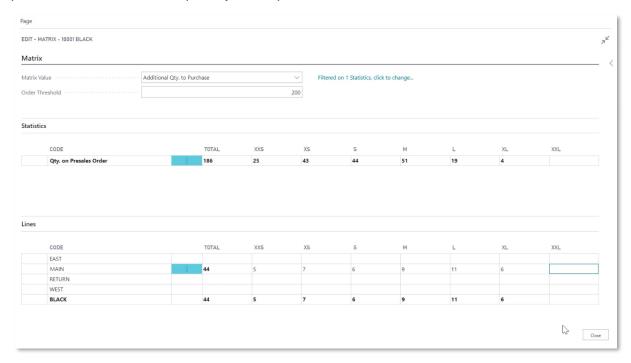
The customers can be informed about the cancelled or replaced items through the cancellation confirmation which will be created when items are cancelled or replaced.

Are you interested in how this looks in K3|pebblestone? <u>Click here</u> and watch the demo video 'Cancellations and Replacements within K3|pebblestone'. In around 4 minutes we show how cancellations and replacements are managed within K3|pebblestone.



10. Purchase order creation within K3|pebblestone

When all the presales orders are placed and the cancellations and replacements are done, the purchase orders can be created within the presales plan. Within the presales plan it is possible to add additional quantity to the purchase order.



Quantity on presales orders and the order threshold is avialable as a statistic value. In the above example the total amount on the purchase order will be 220 pieces. 186 pieces are needed to delivery the items ordered on presales orders and the 44 pieces is extra stock available for re-orders.

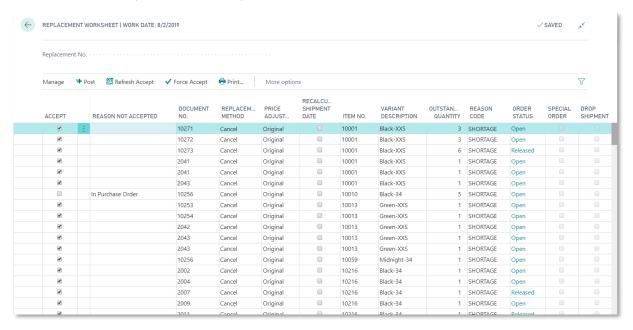
NOOS items can be part of the presales buying process and delivered together with the season products, if NOOS is part of the season.

Are you interested in how this looks in K3|pebblestone? <u>Click here</u> and watch the demo video 'Purchase Order creation within K3|pebblestone'. In around 1,5 minutes we show how the Purcahse orders are created including additional stock, if needed.



11. End of season cancellations within K3|pebblestone

Just before the closing sales starts, all the outstanding quantities need to be cancelled, so there is a clear view of the available items for the closing sales. At this moment, no customer will accept a delivery at full price. This is the moment when a stock list is created and sent to customers, so they know what they can reorder, with discount.



Through the presales plan the selection of the items is created and by pressing the button End of season calculation the worksheet generating all the outstanding items on the sales orders in K3|pebblestone. By clicking on carry out cancellation the outstanding quantity will be post as a difference.

The report Inventory and Price list can be used to inform the customer what they can re-order and the unit price and the recommended retail price is included. This Inventory and Price list can be created with pictures of the items.

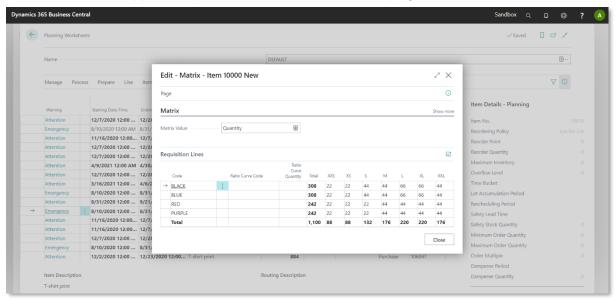


Are you interested in how this looks in K3|pebblestone? <u>Click here</u> and watch the demo video 'End of season cancellations within K3|pebblestone'. Little over 1,5 minutes we show how a season can be closed within K3|pebblestone.



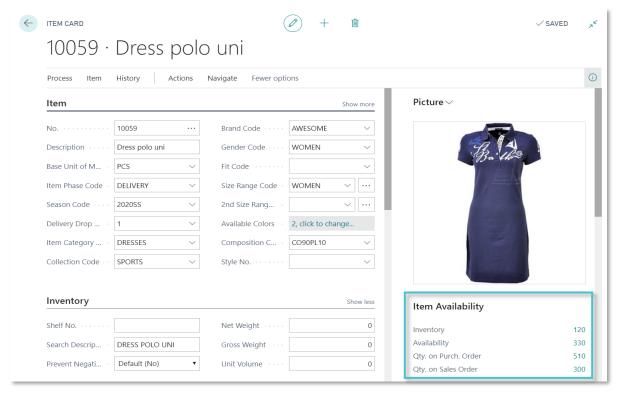
12. Planning worksheet

In the planning worksheet it is possible to view the result of the planning in an overview of (grouped or) matrix lines for the assembly, purchase and transfer orders. It is also possible to administer the planning result on matrix level, as well in more detail for individual (sub-) line. There is full support to open, view, and edit the matrix page.

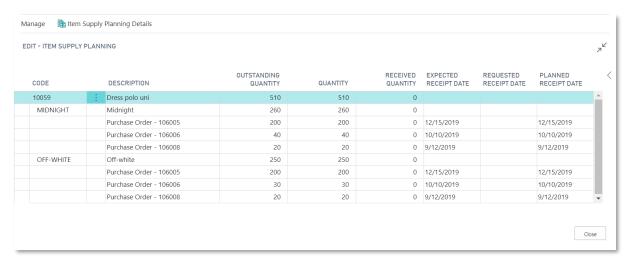


13. Item supply planning within K3|pebblestone

The item availability fact box is specially created by K3|pebblestone to give the user information around the availability of the item. You find this fact box on the item list and item card. When clicking on the quantity the matrix is opened and you can look at the quantity divided over the colours and sizes.



When the purchase orders are due the wholesaler needs insight in which items are being delivered by the vendors. The item supply planning gives insight in when the items can be expected and in case of a delay the customer can be informed about this. The overview could also help to plan the work in the warehouse.

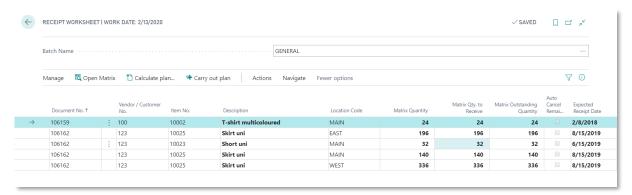


Are you interested in how this looks in K3|pebblestone? <u>Click here</u> and watch the demo video 'Item supply planning within K3|pebblestone'. Within 2 minutes we show how K3|pebblestone gives insight in stock availablity and due dates of outstanding purchase orders.



14. K3|pebblestone Receipt worksheet

The receipt worksheet enables the user to handle receipts for multiple purchase orders and sales return orders in one time. The filter options like, item number, vendor name or delivery drop make it possible to create a worksheet with a subset of the items. This way the warehouse can focus on the products which are relevant for that moment.

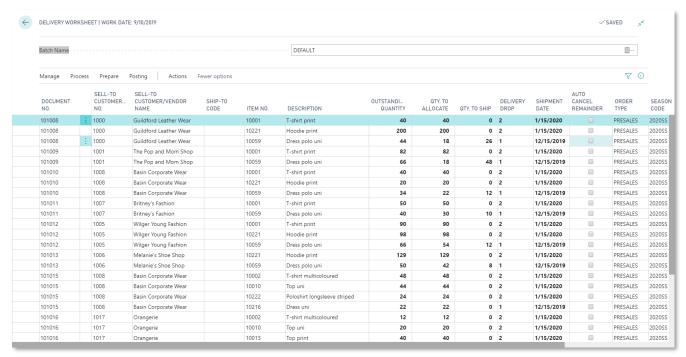


After checking and confirming the received quantity the receipt worksheet can be posted and all the items are placed in stock.



16. K3|pebblestone delivery plan

The K3|pebblestone delivery plan enables you to handle deliveries for multiple sales orders in one time. When creating a delivery plan various filters can be set, which allows you to focus on a subset of the available deliveries.



The delivery plan shows the summary of the outstanding items and the items which can be delivered. When happy with the results you push the button and all the inventory picks or sales shipments are printed.

When releasing a delivery worksheet, the credit limit and the balance check will be performed. When the planned shipment is failed the credit limit, or the balance check an approval is sent to the finance department and the status of the planned shipment becomes pending for approval. After the approval of the finance department the planned shipments can be send. The not approved shipments will stay in the delivery worksheet.

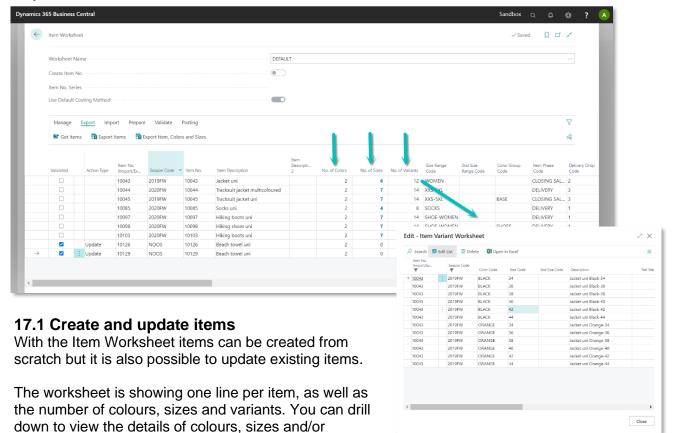
Are you interested in how this looks in K3|pebblestone? <u>Click here</u> and watch the demo video 'K3|pebblestone delivery plan'. Within 3 minutes we show how all sales orders are placed in the K3|pebblestone delivery plan and how delivery disicions can be made.



17. Item Worksheet

The import of items in K3|pebblestone is complicated because of the variant/ matrix structure of fashion items. One item in 3 colours and 10 sizes is actually 30 items, but in fashion it is important to keep that 1 item and 30 variants together.

The Item Worksheet is the solution to import fashion items in an easy and straightforward way.



17.2 Export items

variants.

The Item Worksheet can also be used to export item data from K3|pebblestone. Standard filter options are available to select the items to be exported. The item data can be shared or adjusted through an Excel sheet.

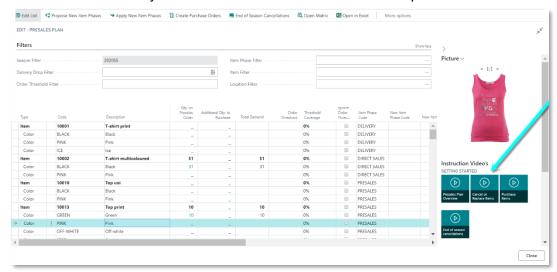
17.3 Technical remarks

The Item Worksheet comes with a set of events which allows the partner to interfere. In this way the Item Worksheet can be easily customized for partners and customers.

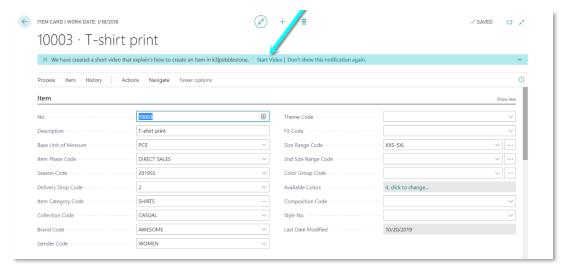


18. Demo videos available within K3|pebblestone

Demo videos are available within the solution. In the example down below for the presales plan an additional fact box with the relevant demo videos has been added. This way the demo videos are always available to watch when additional explanation is needed.



On the item card.



By clicking on the videos, the videos can be watched within K3|pebblestone right away.



