



Zapporo Training
Quick Reference Manual
2025 Version

TABLE OF CONTENTS

Section 1: Access	3-6
Section Overview	3
Login Page	4
Password Reset	5
Zapporo Dashboard	6
Section 2: Search Products	7-10
Section Overview	7
Inventory Page	8
Inventory Page: Mode & Sort By	9
Inventory Page: Filter	10
Section 3: Navigate Inventory Pages	11-15
Section Overview	11
Collapse & Expand Functionality	12
Inventory Pagination	13
Pending Styles Tab	14
Pending Styles Tab: Remove Styles	15
Section 4: Analyze Inventory	16-19
Section Overview	16
Product Results: Analysis	17
Product Results: Sales by Size	18
Inventory Modes + Sizing & Stock	19
Section 5: Understand Purchase Orders	20-26
Section Overview	20
Create Purchase Order	21
Purchase Order Header	22
PO: Workflow, Planning, Shipment & Terms	23
Purchase Order Comments	24
Line Item Discount	25
Inventory PO View	26
Section 6: PO Search & PO Status	27-30
Section Overview	27
PO/List Search	28
Purchase Order Status	29
Purchase Order Status: Lifecycle	30
Section 7: Analyze PO History	31-34
Section Overview	31
PO History Tab	32
PO History Tab: Shipment Tracking	33
PO History Tab: Invoice & PO Events	34
Section 8: Analyze Sales	35-37
Section Overview	35
Brand Sales Report	36
Category Planning	37
Section 9: PO Management, EDI, & Support Contacts	38-42
Section Overview	38
Change Request	39
Work List	40
EDI Dashboard	41
Support Contacts	42

SECTION 1: ACCESS

Section Goal

Upon completion of this section you will know how to access the Zapporo login page, reset your password, and reach the Zapporo dashboard.

Section Outline

Login Page

Available Methods

Login Screen

Password Reset

Request Reset

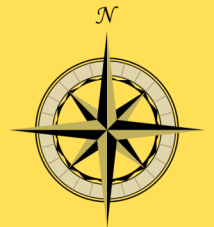
Email Reset Link

New Password

Zapporo Dashboard

Navigation Bar

Links, Dropdowns, & Fields

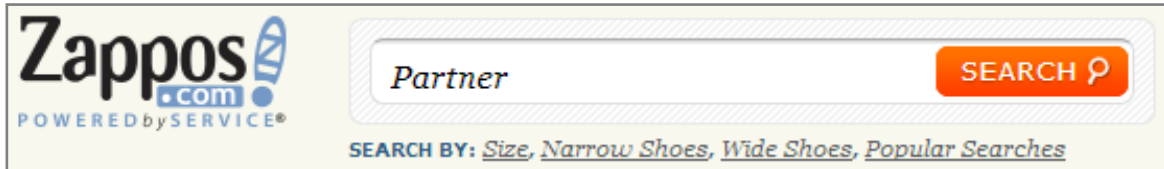


LOGIN PAGE

The Zapporo system is a web accessible application. Use an internet browser and either method below to access the system login screen.

Zapporo Login Methods

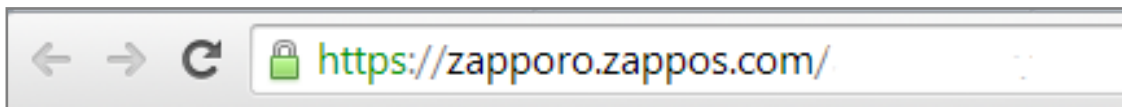
Search the word 'Partner' or 'Extranet' in the Zappos.com search bar.



OR

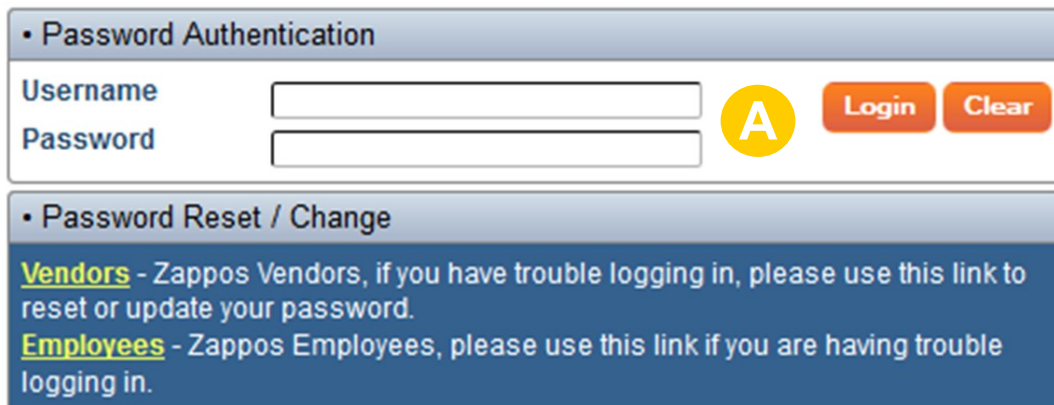


Go directly to the login screen by using the Zapporo URL.



Tip: Bookmark this page for future visits.

Zapporo Login



At the Zapporo login screen, type in the username & password and click 'Login' to enter the Zapporo Dashboard.



Contact: Please reach out to zappos-vendorsupport@amazon.com for login credentials.

PASSWORD RESET

Occasionally passwords are forgotten. Here are 4 easy steps to reset a Zapporo password.

Click the 'Vendors' link.

1

→

• Password Authentication

Username

Login

Clear

Password

• Password Reset / Change

Vendors - Zappos Vendors, if you have trouble logging in, please use this link to reset or update your password.

Employees - Zappos Employees, please use this link if you are having trouble logging in.

Type in email address and click 'Request Reset'.

2

• Request password reset email

To reset your password, please enter your email below and click "Request Reset". An email will be mailed to you shortly with instructions.

Email:


Request Reset


Click the password reset link once the Zappos email is received.

3

→

Your Zappos Password





donotreply@zappos.com

to me ▾

Hi there!

To change your password, please click the link below:

<https://zuul.zappos.com/reset/changePassword/>



Note: The password reset link expires after 24 hours.



Tip: Check junk/spam folders if the email does not show up within an hour.

Enter a new password and click 'Update Password' to submit.

4

You are using the Vendor Password Reset Tool

• Choose your new password

Password:

Confirm Password:

Update Password

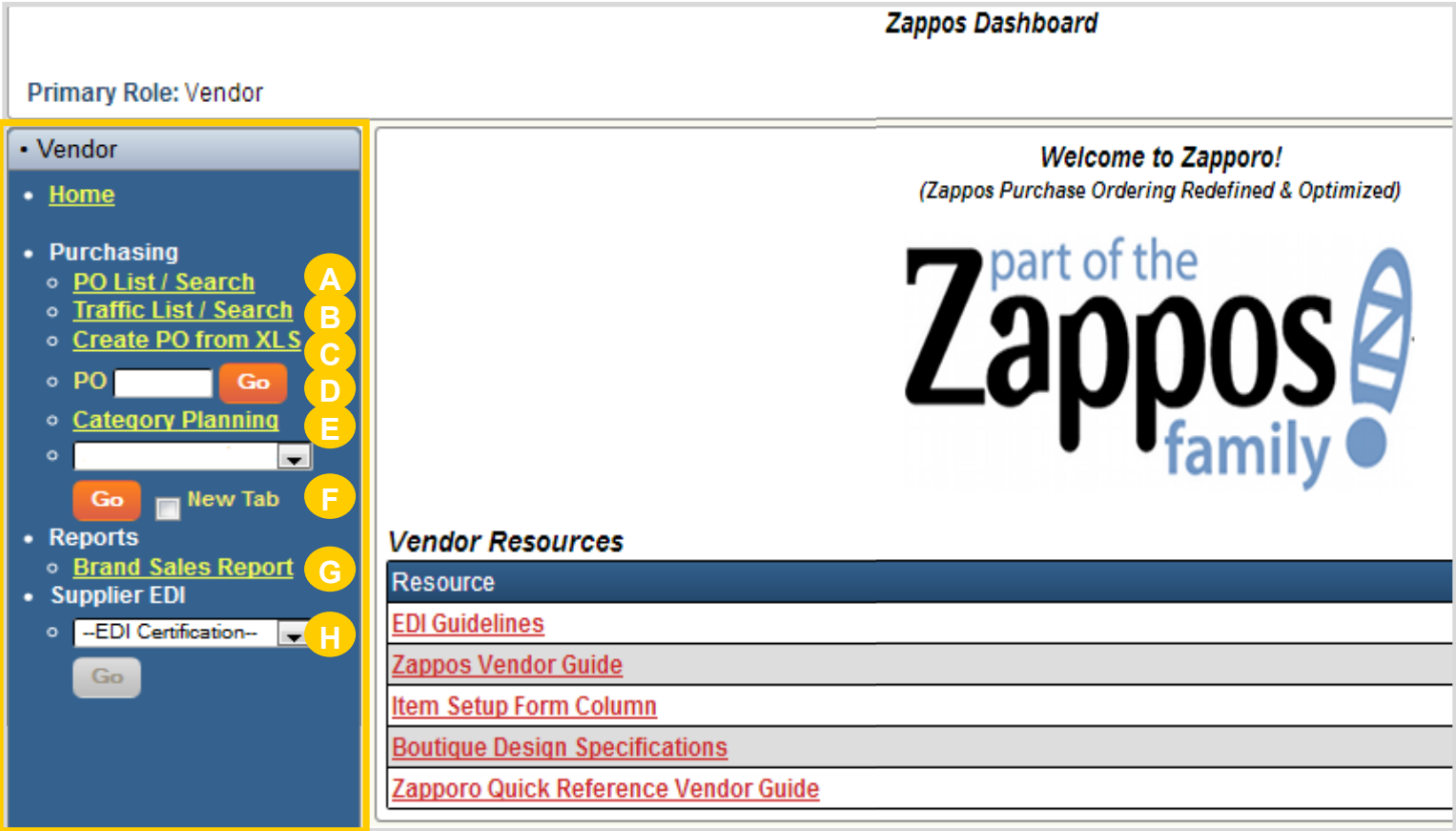
• Password Requirements

- The password must not contain all or part of the username.
- The password must be at least eight characters long.
- The password must also contain characters from three of the following four categories:
 - Latin uppercase letters (A through Z)
 - Latin lowercase letters (a through z)
 - Base 10 digits (0 through 9)
 - Non-alphanumeric characters such as: (!), (\$), (#), or (%)

ZAPPORO DASHBOARD

Here is the Zapporo main page, also called the ‘Zapporo Dashboard’. From here users can select which area of the system view.

Navigation Bar



Navigation Bar: Links, Dropdowns, & Fields

A	PO List / Search	Find and review purchase orders for a specified range of time.
B	Traffic List / Search	See purchase order routing information.
C	Create PO from XLS	Import an Excel file to create a Purchase Order.
D	PO <input type="text"/> <input type="button" value="Go"/>	Pull up a Purchase Order by the PO reference number.
E	Category Planning	See multiple Supplier inventory by using; SKU, Style, or Style ID numbers.
F	--Supplier Inventory-- <input type="button" value="Go"/> <input type="button" value="New Tab"/>	View inventory by Supplier. Use 'New Tab' box to open inventory in a separate tab.
G	Reports Brand Sales Report	View a Brand Sales Report to see Sales by Department and by Style.
H	Supplier EDI --EDI Certification-- <input type="button" value="Go"/>	Review Supplier EDI information, including certification.

SECTION 2: SEARCH PRODUCTS

Section Goal

Upon completion of this section you will know how to access supplier inventory pages as well as how to manipulate the mode, sort, and filter options.

Section Outline

Inventory Page

Supplier Drop Down

Inventory Page Result

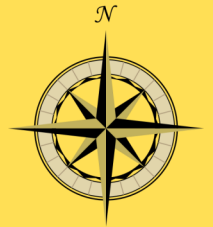
Inventory Page: Mode & Sort By

Mode Definitions

Sort Definitions

Inventory Page: Filter

Filter Definitions



INVENTORY PAGE

Use inventory pages to analyze sales and inventory stock position. The biggest feature of the inventory page is the ability to create purchase orders.

1 Select supplier name from the drop down.

2 Click 'Go'.

Vendor

- Home
- Purchasing
 - PO List / Search
 - Traffic List / Search
 - Create PO from XLS
 - PO
 -

Vendor

- Home
- Purchasing
 - PO List / Search
 - Traffic List / Search
 - Create PO from XLS
 - PO
 -

3 As a result, the inventory page will appear.

Report For:

Mode:

Sort By:

Filter By:

Supplier:

Product Name:

SKU Numbers:

Availability:

Season:

Sell Out After:

Sell Out Before:

Style Numbers:

☐ Partial Match

Style State:

Season/Year:

Style IDs:

Style Status:

Prices:

Gender:

styles per page

Items highlighted are in inventory and have not sold in the last or days.

INVENTORY PAGE: MODE & SORT

Getting ready to create a new order? Need to analyze inventory? Learn how to sort inventory to populate the most relevant results.

Report For: Supplier: View Inventory View Inventory Create / Add to PO

Mode: View Inventory

Sort By: Best Selling (30 Day Net)

Filter By: Product Name: SKU Numbers: Availability: Season: Sell Out After: Sell Out Before:

Style IDs: Add Clear

Style Status: None Replaced Out of Stock Inventory Reserve

Prices: --- All --- Gender: --- All ---

Go Reset 100 styles per page

Items highlighted are in inventory and have not sold in the last 30, 60, 90 or 180 days.

Mode Definitions

A	View Inventory	Analyze sales & stock position in this mode.
	Create / Add to PO	Create purchase orders and/or add to purchase orders in this mode.

Sort Definitions

B	Best Selling (30 Day Net)	Net Orders in the Last 30 Days (Gross Orders>Returns) - Sorts Highest to Lowest.
	Best Selling (Lifetime)	Net Lifetime Orders since the First Scan Date (Gross Orders>Returns) - Sorts Highest to Lowest.
	On Hand - High to Low	In Stock Inventory - Sorts Highest to Lowest.
	On Hand - Low to High	In Stock Inventory - Sorts Lowest to Highest.
	Product Name	Product Name (assigned by the Brand) - Sorts Alphabetically.
	Style Number	Style Number (assigned by the Brand) - Sorts Numerically.
	Average Age	Average Age of Inventory - Sorts Oldest first.
	Newest Products	First Scan Date - Sorts Newest First.
	Returns Percentage - Low to High	Lifetime Return Percentage (Returns/Gross Sales) - Sorts Lowest to Highest.
	Returns Percentage - High to Low	Lifetime Return Percentage (Returns/Gross Sales) - Sorts Highest to Lowest.
	Sell through (30 days) - Low to High	Sell Through (Units On Hand + Units Sold)/(Units Sold) 30 Day Period - Sorts Lowest to Highest.
	Sell through (30 days) - High to Low	Sell Through (Units On Hand + Units Sold)/(Units Sold) 30 Day Period - Sorts Highest to Lowest.
	Style Status	Style Status - Sorts Alphabetically.
	Style ID	Style ID Number - Product identification number (Zappos #) specific to color Sorts Numerically .

INVENTORY PAGE: FILTER

Use filter options to see a specific slice of inventory. Below is a comprehensive breakdown of filter options.

Filter By:

Product Name:

A

SKU Numbers:

Add

Clear

Style Numbers:

Add

Clear

☐ Partial Match

Style IDs:

Add

Clear

B

Availability:

Zappos.com

6pm.com

Amazon.com

Canada.zappos.com

C

Style State:

Visible

Processing

Out of Stock

Inactive

D

Style Status:

None

Replaced

Out of Stock

Inventory Reserve

E

Season:

--- None ---

G

Season/Year:

Bas

Dis

FSB

FTr

2016

2015

2014

2013

H

Prices:

--- All ---

I

Gender:

--- All ---

F

Sell Out After:

Clear

Sell Out Before:

Clear

J

Go

Reset

100

styles per page

Items highlighted are in inventory and have not sold in the last 30, 60, 90 or 180 days.

Filter Definitions

A	SKU, Style , & Style ID Numbers	Use SKU Numbers, Style Numbers, or Style ID's to return specific results.
B	Availability	Shows sales and Zappos owned inventory results for a particular website. Channels include: Zappos.com, 6PM.com, Amazon.com, 6pm mFBA, and Zappos mFBA.
C	Style State	Indicates the website visibility of a product. Options include: Out of Stock, Processing, Visible (Zappos/6pm Dual Visible), Hibernate (6PM.com), Inactive.
D	Style Status	Style Statuses appear on the inventory page to the right of each style. Statues are manually set by either the Buyer or Vendor. Popular Style Statuses: Out of Stock, Discontinued, 6pm Transfer, Core Style, Closeout Buy, etc.
E	Season	Used in conjunction with sellout after & sellout before dates.
F	Sell Out After/Sell Out Before	Date fields allow for filtering search results by pricing rules set by the Buyer.
G	Season/Year	When products are uploaded into the system they are given a Season & Year code. This is determined by seasonality and year of the goods being purchased.
H	Prices	Filter results by Full Price, Markdown Price, or Both (All). By default, prices are set to filter by 'All'. Prices presented are Zappos & 6pm only.
I	Gender	Filter results by Men's, Women's, Unisex, or All. Use Men's and Women's to view children's products by gender.
J	Styles per Page	The system breaks out styles by page views. Options include: 25, 50, and 100 styles. The default setting is 100 styles per page.

SECTION 3: NAVIGATE INVENTORY

Section Goal

Upon completion of this section you will understand the concept of inventory pagination, and how to navigate inventory pages.

Section Outline

Collapse & Expand Functionality

Collapse/Expand Arrows: Before

Collapse/Expand Arrows: After

Inventory Pagination

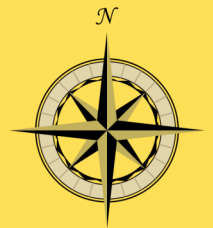
Pagination Features

Pagination Functionality

Pending Styles Tab

Move Styles to Pending Styles Tab

Pending Style Tab: Remove Styles



COLLAPSE & EXPAND FUNCTIONALITY

Zapporo screens have the ability to collapse or expand depending on user preference. Inventory pages often need to be expanded in order to see all the product results.

Collapse/Expand Arrows: Before (Barely Visible Style)

Zappos Dashboard Logged in as Vendor | Logout

Primary Role: Vendor

Vendor

- Home
- Purchasing
 - PO List / Search
 - Traffic List / Search
 - Create PO from XLS
 - PO
 - Category Planning
 - Go
 - New Tab
- Reports
 - Brand Sales Report
- Supplier EDI
 - EDI Certification
 - Go

Report For: Supplier: Mode: View Inventory Sort By: Best Selling (30 Day Net) Filter By: Product Name: SKU Numbers: Add Clear Style Numbers: Add Clear Style IDs: Add Clear Availability: Zappos.com 8pm.com Amazon.com Canada.zappos.com Season: None Sell Out After: Clear Sell Out Before: Clear Season/Year: Bas Dis FSB FTr 2016 2015 2014 2013 Prices: Gender: Click to collapse Go Reset 100 styles per page

Items highlighted are in inventory and have not sold in the last 30, 60, 180 days.

Click to collapse

Click to collapse

Click to collapse

Click to collapse

Collapse/Expand Arrows: After (Fully Visible Style)

Zappos Dashboard Logged in as Vendor | Logout

Primary Role: Vendor

Filter Styles

Go To Page: Jump Styles 1 thru 100 of 476

Style Info

SKU Number: Product: Style Number: Style ID: Color: Gender: Style State: First Scan Date: Season: Year: Sell Out: MSRP: Wholesale: Average

Sales & Inv Info

Last 30 Days: Net Orders: Sell Through: Returned: Returned %: Lifetime: Gross Orders: Net Orders: Returned: Returned %: Received:

All Open POs:

PO Status Open Qty (0) First Ship Date

Additional Information

Style Status: Core Style Style Comments: Last updated on:

Click to expand

Click to expand

Click to expand

Click to expand

Click to expand

Click to expand

Click to expand

Click to expand

Click to expand

Click to expand

INVENTORY PAGINATION

The pagination feature allows the user to set the style count per page, limiting the overall number of results per view, so the system can load pages faster. Pagination will occur if the search results are greater than the styles per page selection, or if results exceed the highest setting at 100 styles.

Pagination Features

Clear

Sell Out Before:

Clear

2016

2015

2014

2013

FTr

A

Go

Reset

100

styles

per page

Items highlighted are in inventory and have not sold in the last 30, 60, 90 or 180 days.

Filter Styles

B

Go To Page:

Jump

Styles 1 thru 100 of 491

<<

<

1

2

3

4

5

>

>>

Style:

C

Style Info

Sales & Inv Info

Last 30 Days:

All Open POs:

SKU Number:

Product:

Style Number:

Style ID:

Color:

Net Orders:

Sell Through:

Returned:

Returned %:

PO

Status

Open Qty (0)

First Ship Date

No Open POs

Additional Information

Action Button: Definitions

A	<div><div>Go</div><div>Reset</div><div>100</div><div>styles</div><div>per page</div></div> <div><div>100</div><div>50</div><div>25</div></div>	Select styles per page. Default setting is 100 Styles.
B	<div>Go To Page: <input type="text"/></div> <div>Jump</div>	Jump to a specific page using the 'Go To Page' feature.
C	<div>Styles 1 thru 100 of 491</div> <div><<</div> <div><</div> <div>1</div> <div>2</div> <div>3</div> <div>4</div> <div>5</div> <div>></div> <div>>></div>	Navigate inventory page by page.

PENDING STYLES TAB

The Pending Styles tab appears in 'Create/Add to PO' mode but only if the search results are greater than the Styles Per Page selection (100 styles by default). The Pending Styles tab groups all the changes in one place so work is saved between switching pages.

Filter Styles

Pending Styles

Move All Edited to Pending

A

Go To Page: Jump Styles 1 thru 100 of 487 << < 1 2 3 4 5 > >>

Style:

See Pending Styles Tab.

Style:

See Pending Styles Tab.

C

Style:

B

Move to Pending >>

Style Info

SKU Number:

Product:

Style Number:

Style ID:

Color:

Gender:

Style State:

First Scan Date:

Season:

Year:

Sell Out Date:

MSRP:

Wholesale:

Average Cost:

Sales & Inv Info

Sales By Size

Available On Site

Site	Full Price	Sale Price
Zappos.com		

Last 30 Days:

Net Orders:

Sell Through:

Returned:

Returned %:

Lifetime:

Gross Orders:

Net Orders:

Returned:

Returned %:

Received:

All Open POs:

PO	Status	Open Qty (180)	First Ship Date
EXNULAO	Released	180	02/16/2015

Additional Information

Style Status: Core Style

Style Comments:

Last updated on: 07/15/2013 by

Sizing & Stock

width	size											PO Totals																												
	35 (US Women's 4)	36 (US Women's 5)	37 (US Women's 6)	38 (US Women's 7)	39 (US Women's 8)	40 (US Women's 9)	41 (US Women's 10)	42 (US Women's 11)	43 (US Women's 12)	44 (US Women's 13)	Owned Inventory	Total PO Qty	Cost Value	Retail Value																										
M	2	0	0	4	0	0	3	0	0	0	0	0	5	0	0	0	4	0	0	0	3	0	0	0	6	0	0	0	7	0	0	0	2	0	0	0	36	0	0.00	0.00
Totals:											36	0	0.00	0.00																										

Move Styles to Pending Styles

A	<div>Move All Edited to Pending</div>	Enter order quantities into the open 'size' boxes, also known as variants. Once the desired order quantities are entered, click 'Move All Edited to Pending'. This will move all the styles with order quantities to the Pending Styles tab. Continue this way, page by page, until all the styles are moved to the Pending Styles tab.
B	<div>Move to Pending >></div>	Move items one at a time to the Pending Styles tab by clicking the 'Move to Pending' link next to each style. Order quantities are not required to use this method, quantities may be entered on the Pending Styles tab. However, quantities may also be entered before moving each style. This can be done page by page until all styles are on the Pending Styles tab.
C	<div>Style:</div> <div>See Pending Styles Tab.</div>	Once an item has been added to the Pending Styles tab it will collapse down, only showing the style name and number.

PENDING STYLES TAB: REMOVE STYLES

Occasionally styles will need to be removed from the Pending Styles Tab. Below are the instructions on how to remove unwanted items.

 **Note:** To review styles that have been added to 'pending', click on the 'Pending Styles' tab.

• Filter Styles • Pending Styles

Create New PO Blank All Values Add to Existing PO(s) Open Tab

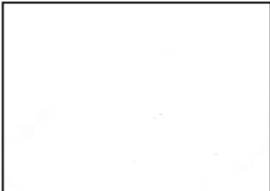
Style Info

SKU Number:
Product:
Style Number:
Style ID:
Color:

Gender:
Style State:
First Scan Date:

Season:
Year:
Sell Out Date:
MSRP:
Wholesale:
Average Cost:

Sales & Inv Info



Last 30 Days:
Net Orders:
Sell Through:
Returned:
Returned %:

Lifetime:
Gross Orders:
Net Orders:
Returned:
Returned %:
Received:

Sales By Size

Available On Site

Site	Full Price	Sale Price
Zappos.com		

Additional Information

Style Status:
Core Style

Style Comments:

Last updated on:

Sizing & Stock

	size									
width	35 (US Women's 4)	36 (US Women's 5)	37 (US Women's 6)	38 (US Women's 7)	39 (US Women's 8)	40 (US Women's 9)	41 (US Women's 10)	42 (US Women's 11)	43 (US Women's 12)	
M	1 0 0	0 0 0	0 0 0	1 0 0	0 0 0	0 0 0	0 0 0	4 0 0	1 0 0	

Remove Styles



Each item on the pending styles tab has a 'Remove' link. Simply click the link to remove the desired style, it will return to the inventory on the filter styles tab.



Tip: If quantities were not entered on the inventory page before moving items to the pending styles tab, then quantities can be entered at this time.

SECTION 4: ANALYZE INVENTORY

Section Goal

Upon completion of this section you will know how to analyze product results, sales by size, and stock values.

Section Outline

Product Results: Analysis

Open PO's

Site Prices

Style Status/Comments

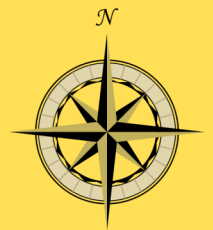
Product Results: Sales by Size

Set Report Parameters (Date & Values)

Inventory Modes + Sizing & Stock

Create/Add to PO vs. View Inventory Mode

Inventory Value Definitions



PRODUCT RESULTS: ANALYSIS

Once desired product filters have been selected and the search initiated, product results will appear. Inventory page results reveal a multitude of product performance data.

Product Results: Style Section

• Style:

Style Info

SKU Number:

Product:

Style Number:

Style ID:

Color:

Gender: Womens

Style State: Visible

First Scan Date: 01/09/2013

Season: Spr

Year: 2013

Sell Out Date:

MSRP:

Wholesale:

Average Cost:

Sales & Inv Info

Last 30 Days:

Net Orders: 60

Sell Through: 41%

Returned: 59

Returned %: 50%

Lifetime:

Gross Orders: 1032

Net Orders: 504

Returned: 528

Returned %: 51%

Received: 610

Sales By Size

Available On Site

Site	Full Price	Sale Price
Zappos.com		

All Open POs:

PO	Status	Open Qty (5)	First Ship Date
EXNULAO	Released	5	06/26/2014

Additional Information

Style Status: Core Style

Style Comments:


Last updated on: 04/24/2014 by

See pages 9 & 10 for Term & Metric Definitions.

Sizing & Stock

width	size								Inventory Totals		
	35 (US Women's 4)	36 (US Women's 5)	37 (US Women's 6)	38 (US Women's 7)	39 (US Women's 8)	40 (US Women's 9)	41 (US Women's 10)	42 (US Women's 11)	Owned Inventory	Cost Value	Retail Value
M											
Totals:											

Open PO's, Site Prices, Style Status/Comments

<div>A</div>	<div>All Open POs:</div> <table><tr><th>PO</th><th>Status</th><th>Open Qty (5)</th><th>First Ship Date</th></tr><tr><td>EXNULAO</td><td>Released</td><td>5</td><td>06/26/2014</td></tr></table>	PO	Status	Open Qty (5)	First Ship Date	EXNULAO	Released	5	06/26/2014	<div>Shows any future purchase orders placed against the product.</div> <div><div>Tip: Click the PO link to open the PO.</div></div>	
PO	Status	Open Qty (5)	First Ship Date								
EXNULAO	Released	5	06/26/2014								
<div>B</div>	<div>Available On Site</div> <table><tr><th>Site</th><th>Full Price</th><th>Sale Price</th></tr><tr><td>Zappos.com</td><td>120.00</td><td>107.99 (10%)</td></tr><tr><td>6pm.com</td><td>120.00</td><td>107.99 (10%)</td></tr></table>	Site	Full Price	Sale Price	Zappos.com	120.00	107.99 (10%)	6pm.com	120.00	107.99 (10%)	<div>Shows the product price for any site where the product is visible. This includes Full Price & Sale Price (excludes Amazon).</div>
Site	Full Price	Sale Price									
Zappos.com	120.00	107.99 (10%)									
6pm.com	120.00	107.99 (10%)									
<div>C</div>	<div><div>• Additional Information</div><div><div>Style Status:</div><div>Core Style</div></div><div><div>Style Comments:</div><div></div></div><div>Last updated on: 04/24/2014 by</div></div>	<div>Shows the Style Status, chosen from a list of available statuses. This feature also allows for Style Comments. Both the Buyer and the Vendor have the ability to change the Style Status or enter/edit Style Comments.</div> <div>Popular Style Statuses: Out of Stock, Discontinued, 6pm Transfer, Core Style, Closeout Buy, etc.</div>									

PRODUCT RESULTS: SALES BY SIZE

Use the Sales by Size tool to better understand how sizes are selling over a period of time.

Sales by Size Link

• Style:

Style Info

SKU Number:
Product:
Style Number:
Style ID:
Color:

Gender: Womens
Style State: Visible
First Scan Date: 01/09/2013
Season: Spr
Year: 2013
Sell Out Date:
MSRP:
Wholesale:
Average Cost:

Sales & Inv Info

Sales By Size

Available On Site

Site	Full Price	Sale Price
Zappos.com		

Last 30 Days:

Net Orders: 60
Through: 41%
Returned: 59
Turned %: 50%
Gross Orders: 1032
Net Orders: 504
Returned: 528
Returned %: 51%
Received: 610

All Open POs:

PO	Status	Open Qty (5)	First Ship Date
EXNULAO	Released	5	06/26/2014

• Additional Information

Style Status: Core Style
Style Comments:

Last updated on: 04/24/2014 by

Sizing & Stock

	size								Inventory Totals		
width	35 (US Women's 4)	36 (US Women's 5)	37 (US Women's 6)	38 (US Women's 7)	39 (US Women's 8)	40 (US Women's 9)	41 (US Women's 10)	42 (US Women's 11)	Owened Inventory	Cost Value	Retail Value
M											
Totals:											

Sales by Size Report: Parameters

Start Date: 2013-12-27
End Date: 2014-06-27
Display: Show All Values
Go!

<< < December 2013 > >>

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4

Note: By default the date range is set for the past six months.

Sales: Dec 27, 2013 - Jun 27, 2014 (446 Total)

A	size	35 (US Women's 4)	36 (US Women's 5)	37 (US Women's 6)	38 (US Women's 7)	39 (US Women's 8)	40 (US Women's 9)	41 (US Women's 10)	42 (US Women's 11)
width		7 [1.57%]	22 [4.93%]	37 [8.30%]	74 [16.59%]	128 [28.70%]	102 [22.87%]	56 [12.56%]	20 [4.48%]
M		446 [100.00%]	7 [1.57%]	22 [4.93%]	37 [8.30%]	74 [16.59%]	128 [28.70%]	102 [22.87%]	56 [12.56%]

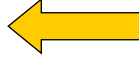
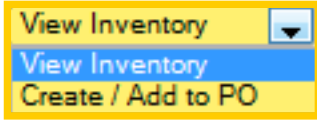
This report uses the total units sold for the date range selected and divides that number by available sizes (variants); resulting in a sales by size unit and percentage value. In the footwear example above the best selling sizes are 39 and 40. This can be helpful information for reorder purposes.



Note: Units sales are Gross Sales figures.

INVENTORY MODES + SIZING & STOCK

Let's look at the functional differences between 'View Inventory' and 'Create/Add To PO' modes.



The 'Mode' from the Inventory header section determines how the product results page will be displayed.

View Inventory Mode: Stocky Quantity Definition

• Style:

Style Info

SKU Number:
Product:
Style Number:
Style ID:
Color:

Gender: Womens
Style State: Visible
First Scan Date: 01/09/2013
Season: Spr
Year: 2013
Sell Out Date:
MSRP:
Wholesale:
Average Cost:

Sales & Inv Info

Sales By Size

Available On Site

Site	Full Price	Sale Price
Zappos.com	120.00	107.99 (10%)
6pm.com	120.00	107.99 (10%)

Last 30 Days:

Net Orders: 60
Sell Through: 41%
Returned: 59
Returned %: 50%

Lifetime:

Gross Orders: 1032
Net Orders: 504
Returned: 528
Returned %: 51%
Received: 610

All Open POs:

PO	Status	Open Qty (5)	First Ship Date
EXNULAO	Released	5	06/26/2014

• Additional Information

Style Status: Core Style
Style Comments:

Last updated on: 04/24/2014 by

Sizing & Stock

width	size								Inventory Totals		
	35 (US Women's 4)	36 (US Women's 5)	37 (US Women's 6)	38 (US Women's 7)	39 (US Women's 8)	40 (US Women's 9)	41 (US Women's 10)	42 (US Women's 11)	Owned Inventory	Cost Value	Retail Value
M	0	0	8	9	0	0	6	4	27		
Totals:									27		



Note: The system will only show on hand (in stock) inventory in this mode. Users cannot enter order quantities or see inbound order quantities per variant (UPC).

Create/Add to PO Mode: Stock Quantity Definition

width	size								PO Totals						
	35 (US Women's 4)	36 (US Women's 5)	37 (US Women's 6)	38 (US Women's 7)	39 (US Women's 8)	40 (US Women's 9)	41 (US Women's 10)	42 (US Women's 11)	Owned Inventory	Total PO Qty	Cost Value	Retail Value			
M	0	0	3	0	0	2	8	0	0	9	0	4	0	0	0
Totals:									27	0	0.00	0.00			

<div>38 (US Women's 7)</div> <div>904</div>	Units currently in stock (on hand).
<div>38 (US Women's 7)</div> <div>904</div>	The number of units being ordered.
<div>38 (US Women's 7)</div> <div>904</div>	Inbound units coming within the next 30 days on future orders.



Note: The system automatically logs out users after 30 minutes of idleness. Work can be lost if a logout event occurs. Avoid this by creating the PO before any long breaks.

SECTION 5: UNDERSTAND PO'S

Section Goal

Upon completion of this section you will know how to create, manipulate, and analyze purchase orders.

Section Outline

Create Purchase Order

New Tab Confirmation/Popup Blocker

PO Screen

Purchase Order Header

Data & Field Definitions

Action Button Definitions

PO: Workflow, Planning, Shipment & Terms

Field & Drop Down Definitions

Purchase Order Comments

Line Item Discount

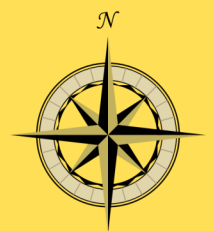
Product Selection

Apply Standard Discount

Apply Dollar or Percentage Discount

Inventory PO View

Action Button Definitions



CREATE A PURCHASE ORDER

Once quantities have been added to all the desired products, a purchase order can be created.

1

Click 'Create New PO'.



Note: Action buttons may be hidden from view if page is scrolled down.

Create New PO Blank All Values Add to Existing PO(s) Open in New Tab

Style: << Remove

Style Info Sales & Inv Info Last 30 Days: All Open POs:

SKU Number: Product: Style Number: Style ID: Color: Gender: Style State: First Scan Date: Sales By Size

Last 30 Days: Net Orders: Sell Through: Returned: Returned %: Lifetime: Gross Orders: Net Orders:

All Open POs: PO Status Open Qty (0) First Ship Date

No Open POs

Additional Information

Style Status: Core Style

Style Comments:

2

Click 'OK' on new tab/window notice.

The page at https://zapporo.zappos.com says: Created PO; the newly created PO should open in a new Tab or Window.

OK

2.5

Allow pop-ups from Zapporo if blocked by browser.

The following pop-ups were blocked on this page:

https://zapporo.zappos.com/pehz/po?id=2691404

Always allow pop-ups from zapporo.zappos.com

Continue blocking pop-ups

Manage pop-up blocking... Done

3

A new Purchase Order will appear.



Note: Pop-up blocker notice & settings may appear differently based on browser. Example above is from Google Chrome.

PO Full View Inventory PO View PO History Link to This Page Copy Link

PO Number Start Ship Date Supplier

Description Last Ship Date Sales Channel Zappos.com

Save Changes Save & Request Release Export to XLS Void

Workflow, Planning, Shipment & Terms

Workflow

Status Transaction Type Owner Creator

Last Released Primary Contact

Buyer Category Secondary Contact

Planning

PO Type Receipt Month SAP Vendor ID

Shipment

Shipment Type Ready to Ship Foreign Trade Zone

Allow Early Ship No Current FC Dest.

PURCHASE ORDER: HEADER

Time to submit a PO to the Buyer? Save changes? Or update the Ship Window? Use the PO header to get the job done!

• PO Full View
• Inventory PO View
• PO History
[Link to This Page](#)
 Copy Link

PO Number **A**

Description **B**

Save Changes **F**

Start Ship Date **C**

Last Ship Date **D**

Export to XLS **H**

Supplier **E**

Sales Channel Zappos.com

Save & Request Release **G**

Void **I**

Data & Field Definitions

A	PO Number	Purchase order number assigned by the system.
B	Description	Appears on 'PO List/Search', helpful for quick reference of PO contents.
C	Start Ship Date	The first date in which the supplier can ship products against a purchase order.
D	Last Ship Date	The last date in which the supplier can ship products against a purchase order.
E	Supplier	The supplier associated to the purchase order.

Action Button Definitions

F	Save Changes	Saves any changes made to the purchase order, but remains in initiated status. The Buyer <u>will not</u> be notified when changes are saved.
G	Save & Request Release	Sends an alert to the Buyer requesting release of the PO.
H	Void	Permanently voids the PO. <div>Note: PO's can only be voided in 'initiated status'. POs cannot be voided after choosing 'request release'.</div>
I	Export to XLS	This feature takes all the PO information and exports it to Excel. <div>Note: There are three tabs on the export file, each tab represents a section of the PO.</div>

PO: WORKFLOW, PLANNING, SHIPMENT & TERMS

This section of the PO is full of useful and important information. For example: settings for PO notifications (contacts), month allocation (receipt month), & payment terms.

Workflow, Planning, Shipment & Terms

Workflow

Status **A**

Last Released **B**

Buyer Category **C**

Transaction Type **D**

Standalone Order

Primary Contact **E**

Secondary Contact **F**

Owner **G**

Creator **H**

Planning

PO Type **I**

Manual Re-order

Receipt Month **J**

SAP Vendor ID **K**

Shipment

Shipment Type **L**

Regular

Ready to Ship **M**

No

Allow Early Ship **N**

No

Foreign Trade Zone **O**

No

Current FC Dest. **P**

Terms

Payment Terms **Q**

Std PO Discount **R**

Orig Wholesale Dsc **S**

Cur Wholesale Dsc **T**

Field & Drop Down Definitions

A	PO Status	Initiated, Voided, Release Pending, Released, Confirmed, Canceled, Closed, Concluded.
B	Last Released	Date & time of last PO release.
C	Buyer Category	Zappos Merchandising internal Buyer Category; Performance, Fashion, Comfort, etc.
D	Transaction Type	Standalone Order, Blanket Order (long term/fixed qty.), Release or Delivery Order.
E	Primary Contact	The person who will receive email notifications specific to the PO.
F	Secondary Contact	The person who can be contacted regarding the PO. Will not receive email notification.
G	Owner	The Buyer who is assigned to the Supplier/Brand.
H	Creator	The user who creates the purchase order.
I	PO Type	Initial Order, Backup Order, Manuel Reorder, Closeout Order.
J	Receipt Month	A Month/Year setting determines where the PO shows up in PO/List Search (on order).
K	SAP Vendor ID	An internal AP reference number.
L	Shipment Type	Regular Shipment or Container Shipment (SCOZ).
M	Ready to Ship	Yes/No; determined by the Ship Date & PO Status. Two weeks from start ship date.
N	Allow Early Ship	Yes/No; determined by Zappos Logistics.
O	Foreign Trade Zone	Yes/No; determined by the location of trade.
P	Current FC Dest.	Warehouse Destination; fulfillment location code.
Q	Payment Terms	Payment Dating Terms; regular dating and/or dating discount.
R	Std PO Discount	Line Item Discount as specified by the Vendor Allowance Agreement.
S	Original Wholesale Dsc	Discounts applied to original wholesale will show here as a percentage.
T	Cur Wholesale Dsc	Discounts applied to current wholesale will show here as a percentage.

PURCHASE ORDER COMMENTS

Use the 'Comments' section to document information pertaining to the purchase order.



Note: The PO comments box is closed by default.

Click here
to expand.

• PO Full View • Inventory PO View • PO History

PO Number

EXNULAO

Start Ship Date

Supplier

Description

Last Ship Date

Sales Channel

Zappos.com

Save & Request Release

Export to XLS

Workflow, Planning, Shipment & Terms

Comments (0)

Date	Created By	Comment
Add New Comment:		
<div></div>		<div>Add Comment</div>

Item Details

Add New Comment:

Type New Comments Here

Add Comment

Click here to add comment.



Note: PO comments are permanent and are visible to everyone.

LINE ITEM DISCOUNTS

Need to apply a line item discount? Every PO has a discount tool for easy discount application.

Terms
 Payment Terms **B** Std PO Discount % **D**

Delete ☐ Orig Wh Sale ☐ Cur Wh Sale **Reset Prices** **Apply Std Discount** **C** Discount: % Apply To: ☐ Orig Wh Sale ☐ Cur Wh Sale ☐ Cost **Go** **D**

[select all / clear all](#) ☐ Product ☐ Style **A**

[select all / clear all](#) ☐ Product ☐ Style

SKU Last 30 Net Sales Retail: ☐ Summary View

UPC	ASN Qty	Rcvd Qty	First Rcvd	Last Rcvd
	10	10		

Style Totals

Line Item Discount Tool Features

A	select all / clear all	Select or deselect all the products on the entire PO.								
	<input type="checkbox"/> Product	Select a single product.								
	<input type="checkbox"/> Style	Select a single style.								
	<table><tr><td></td><td>ID</td><td>Size</td><td>UPC</td></tr><tr><td><input type="checkbox"/></td><td></td><td></td><td></td></tr></table>		ID	Size	UPC	<input type="checkbox"/>				Select a single size (UPC).
	ID	Size	UPC							
<input type="checkbox"/>										
B	<div>Reset Prices</div>	Use 'Reset Prices' to undo applied discounts. Prices can be reset back to 'Original Wholesale' or 'Current Wholesale'.								
C	<div>Apply Std Discount</div>	A 'Standard Discount' is determined by the Vendor Allowance Agreement. The agreed discount amount (dollar or percent) will appear on every PO in the 'Terms' section, however the discount still needs to be applied. Simply select the items, or entire PO, and click 'Apply Standard Discount'.								
D	<div>Discount: <input type="text"/> \$ <input type="button" value="v"/></div>	Use this field to apply a dollar or percentage line item discount. Can be applied to 'Original Wholesale', 'Current Wholesale', or 'Cost'. Click 'Go' to apply desired discount.								



Note: Changes to cost pricing on the PO does not permanently change the current wholesale price in the system. Please work with your Buyer to update prices for future orders.

INVENTORY PO VIEW

Sometimes it's easier to see the full inventory details, especially if adjustment decisions need to be made. Use Inventory PO view to see additional information like lifetime sales metrics, future open PO's, and style comments.

• PO Full View
• **Inventory PO View**
• PO History

PO Number:
Supplier:
Status:
Ship To:
Bill To:
Owner:
Start Ship Date:
Last Ship Date:
Payment Terms:
PO Type:

Items highlighted are in inventory and have not sold in the last 30, 60, 90 or 180 d:

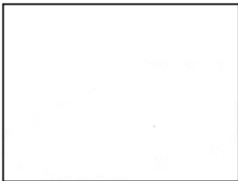
A B C D E

Save & Request Release
Blank All Values
Reset All Values
Create New PO
Add to Existing PO(s)
☒ Open in New Tab

Style Info
SKU Number:
Product:
Style Number:
Style ID:
Color:

Gender:
Style State:
First Scan Date:
Season:
Year:
Sell Out Date:
MSRP:
Wholesale:
Average Cost:

Sales & Inv Info


[Sales By Size](#)
Available On Site

Site	Full Price	Sale Price
Zappos.com		

Last 30 Days:
Net Orders:
Sell Through:
Returned:
Returned %:

Lifetime:
Gross Orders:
Net Orders:
Returned:
Returned %:
Received:

All Open POs:

PO	Status	Open Qty (46)	First Ship Date
EXNULAO	Released	46	07/16

Additional Information
Style Status:
Style Comments:
Last updated on: 09/05/2013 by

Sizing & Stock

width	size								PO Totals			
	35 (US Women's 4)	36 (US Women's 5)	37 (US Women's 6)	38 (US Women's 7)	39 (US Women's 8)	40 (US Women's 9)	41 (US Women's 10)	42 (US Women's 11)	Owned Inventory	Total PO Qty	Cost Value	Retail Value
M	5 0 0	4 0 0	8 8 0	4 24 0	14 10 0	15 0 0	5 4 0	6 0 0	61	46		
Totals:									61	46		

Action Button Definitions

A	Save & Request Release	Saves changes to PO and sends a request to Buyer to release PO.
B	Blank All Values	Reset all quantities back to zero.
C	Reset All Values	Resets PO units back to the original quantities that appeared when the PO was last saved.
D	Create New PO	Creates a new PO copying the contents of the original order.
E	Add to Existing PO(s) <input type="text"/>	Adds additional styles/quantities to an existing PO.

SECTION 8: PO SEARCH & PO STATUS

Section Goal

Upon completion of this section you will understand how to search the system for PO's and the concept of PO status.

Section Outline

PO List/Search

- Features

- Sort Columns

- Export to Excel

- Drop Down & Field Definitions

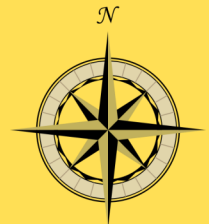
Purchase Order Status

- How to Determine Status

- PO Status Types, Rules, & Definitions

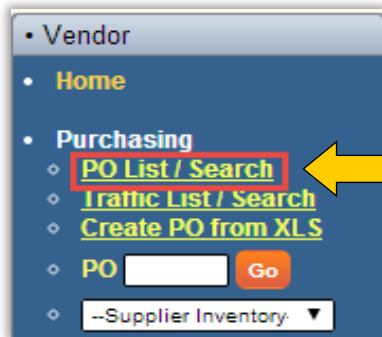
Purchase Order Status: Lifecycle

- Status Flow Map



PO LIST/SEARCH

Use PO List/Search to find purchase orders or create a summary by month, quarter, or entire year.



PO List/Search is accessible from the Zapporo navigation bar.

PO List / Search Features

Purchase Order Search

PO Ids: **A**

Supplier: **B**

Brand: **C**

Receipt Month: 2014 June **D**

Action: **D**

Current Status: Initiated Voided Release Pending Released **E**

Select All ☐

Start Ship: To: **F**

Export to Excel **Export to XLS**

Search Results Found 7 Purchase Order(s). POs with pending change requests are Highlighted

Supplier	Site	PO Id	Description	Start Ship	Last Ship	Status	Qty	RTS	ASN Qty	Recv Qty	Cost	Recv Cost	Retail	Recv Retail	PO Type	ETA
Zappos.com	EXNULAO	Womens strong sellers Fill	06/05/2014	06/12/2014	Released	1473	Yes	469	469	\$32,456.81	\$32,180.50	\$68,739.00	\$68,154.00	Manual Re-order	N/A	
Zappos.com	EXNULAO	Womens Fill	06/10/2014	06/17/2014	Release Pending	0	No	0	0	\$8,110.07	\$0.00	\$17,163.00	\$0.00	Manual Re-order	N/A	
Zappos.com	EXNULAO	Mens Fill	05/23/2014	06/01/2014	Closed	0	No	0	0	\$16,007.89	\$38,352.00	\$33,673.00	Manual Re-order	N/A		
Zappos.com	EXNULAO		05/26/2014	06/16/2014	Released	300	Yes	270	0	\$16,104.00	\$0.00	\$34,500.00	\$0.00	Back-up Order	N/A	
Zappos.com	EXNULAO	Womens Fill	05/30/2014	06/06/2014	Released	365	Yes	356	355	\$25,577.07	\$24,889.04	\$54,056.00	\$52,599.00	Manual Re-order	N/A	
Zappos.com	EXNULAO		06/13/2014	06/20/2014	Release Pending	90	No	0	0	\$5,496.30	\$0.00	\$11,700.00	\$0.00	Initial Order	N/A	
Zappos.com	EXNULAO	footbed fill	06/01/2014	06/08/2014	Released	116	Yes	68	68	\$2,857.08	\$1,674.84	\$6,380.00	\$3,740.00	Manual Re-order	N/A	
Totals: Qty 1,478 ASN Qty 1,359 Recv Qty 1,365 Cost \$95,224.57 Recv Cost \$89,462.11 Retail \$202,027.00 Recv Retail \$189,691.00																

Columns are Sortable

Drop Down & Field Definitions

A	PO Ids	<input type="text"/>	Navigate directly to a specific PO number.
B	Supplier	<input type="text"/> — All —	Choose from any associated suppliers.
C	Brand	<input type="text"/> — All —	View PO's for any associated brand.
D	Receipt Month	<input type="text"/> 2011 <input type="text"/> June	Filter by Month and Year.
E	Current Status	<input type="text"/> Initiated <input type="text"/> Voided <input type="text"/> Release Pending <input type="text"/> Released <input type="checkbox"/> Select All	Multi-Select or 'Select All' view all PO's. <i>Note: Default status results include all options except 'Voided'.</i>
F	Date Range	<input type="text"/> Start Ship <input type="text"/> From <input type="text"/> To <input type="text"/> <input type="button" value="Clear"/>	Search by 'Start Ship', 'Last Ship', or manually enter a date range.

PURCHASE ORDER STATUS

The Purchase Order Status indicates where a PO is at within the order lifecycle. PO statuses are triggered by user interaction, EDI transactions, and other system rules.

How to Determine PO Status

• PO Full View

• Inventory PO View

• PO History

PO Number

EXNULAO

Description

footbed fill

Save & Request Release

Export to XLS

Workflow, Planning, Shipment & Terms

Workflow

Status

Released

Last Released

06/09/2014 05:17 PM

Buyer Category

Comfort

• Purchase Order Search

PO Ids

Supplier

Brand

Receipt Month

Action

Go

Clear

Export to XLS

• Search Results

Found 14 Purchase Order(s).

POs with pending

Supplier ▶

Site ▶

PO Id ▶

Description ▶

Start Ship ▶

Last Ship ▶

Status ▶

A	Purchase order 'Status' displays in the 'Workflow, Planning, Shipment & Terms' section of a PO.
B	Purchase order 'Status' displays as a column on PO/List Search results.

PO Status Types, Rules, & Definitions

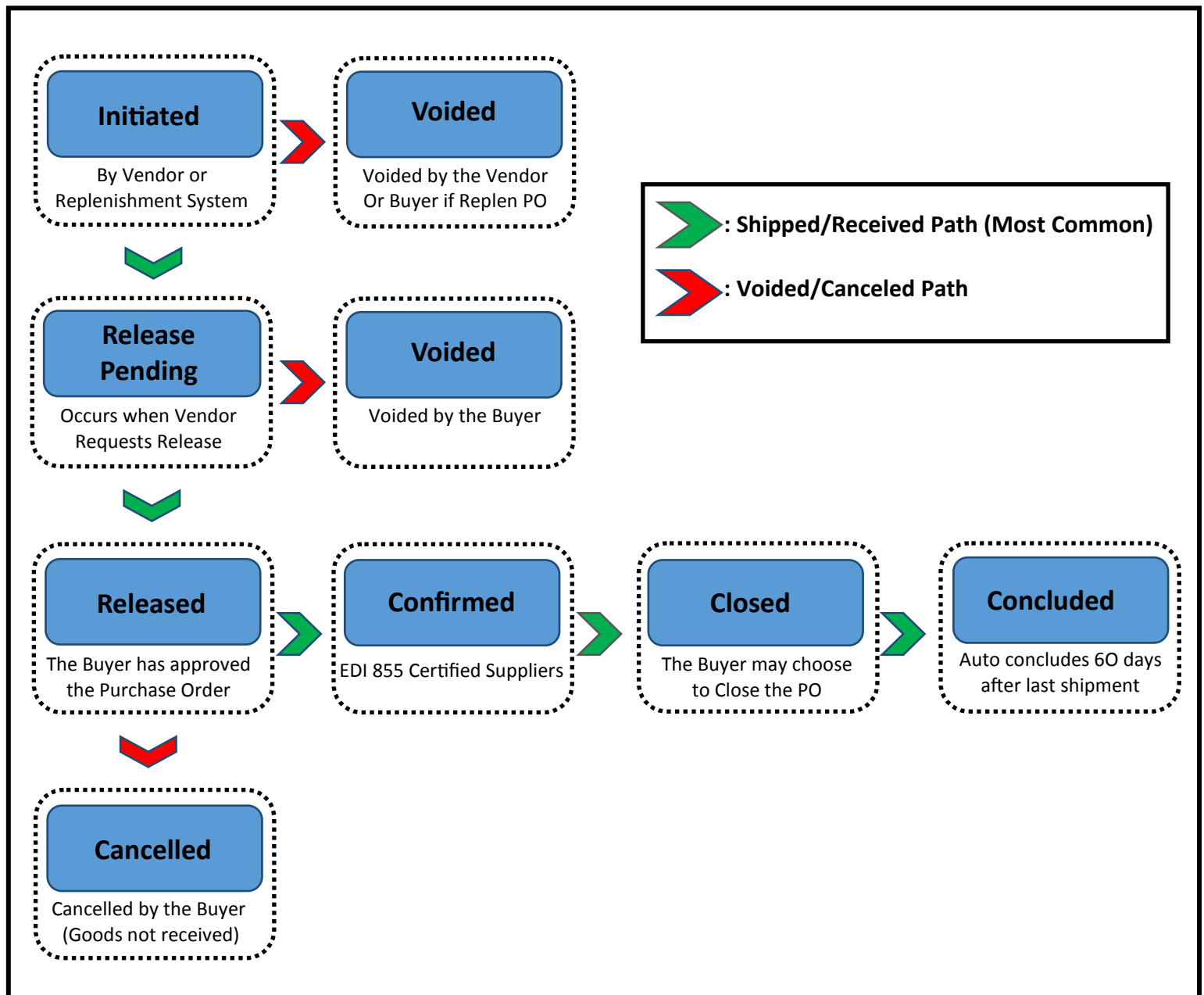
Initiated	PO has been created but not yet released to the Buyer.
Voided	Voided after the PO was initiated. Rule: Cannot be voided after it is 'released'.
Release Pending	PO is awaiting release which is approved by the Buyer.
Released	PO has been approved and submitted via EDI as a legally binding document.
Confirmed	Vendor has confirmed receipt of PO (EDI 855).
Cancelled	The order has been cancelled by the Buyer. Rule: It cannot be reinstated.
Closed	PO's automatically close 14 days after the last ship date. A PO may be closed
Concluded	PO's are concluded after 60 days from the last ship date.



Note: Learn more about 'EDI' on page 41.

PURCHASE ORDER STATUS: LIFECYCLE

This chart depicts the various status changes for purchase orders and the possible status progressions.



Contact: Always feel free to ask the Buyer about any questions regarding PO statuses.



Note: Learn more about 'EDI' on page 41.

SECTION 7: ANALYZE PO HISTORY

Section Goal

On completion of this section you will know how to analyze the purchase order history tab in order to track shipments, invoices, and PO change events.

Section Outline

PO History Tab

Header Field Definitions

PO Communication: Column Definitions

PO History Tab: Shipment Tracking

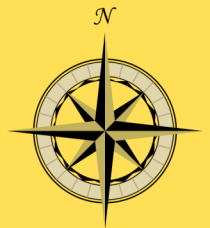
Important Columns: Definitions

PO History Tab: Invoice & PO Events

Invoice History: Column Definitions

PO Lifecycle Events: Column Definitions

Change Request History



PO HISTORY TAB

Curious about the status of a Purchase Order? Want an ETA on product delivery? Need to check invoices? Do all that and more on the PO History Tab.

• PO Full View		• Inventory PO View		• PO History	
PO Number	EXNULAO	Start Ship Date	A	Supplier	
Description		Last Ship Date		Sales Channel	Zappos.com
Wmns Initial					
• PO Communication					
Message	Transmission	Interchange ID	Status	Originator	Date
PO Release	EDI	N/A	EDI Transmitted		09/09/2013 06:59 AM
PO Release	EMAIL	N/A	Emailed		09/09/2013 06:59 AM
850 Document was created	EDI	3445713	EDI Transmitted	Winston "The Wolf" Wolf	09/09/2013 06:59 AM
997 Document was received	EDI	3446707	EDI Transmitted	Winston "The Wolf" Wolf	09/09/2013 09:07 AM
856 Document was received	EDI	4428427	EDI Transmitted	Winston "The Wolf" Wolf	04/25/2014 02:17 AM
810 Document was received	EDI	4428537	EDI Transmitted	Winston "The Wolf" Wolf	04/25/2014 02:17 AM

Header: Field Definitions

A	PO Number	Purchase order number assigned by the system.
	Description	Appears on 'PO List/Search', helpful for quick reference of PO contents.
	Start Ship Date	The first date in which the supplier can ship products against a purchase order.
	Last Ship Date	The last date in which the supplier can ship products against a purchase order.
	Supplier	The supplier associated to the purchase order.

PO Communication: Column Definitions

B	Message	Summarizes the specific system transmission.
	Transmission	Method of transmission; EDI, email, etc.
	Interchange ID	Electronic Data Interchange (EDI) identification #. Links to transmission data.
	Status	Transmission status; transmitted, failed, Etc.
	Originator	System/User identifier.
	Date	Entry date & time stamp.



Note: Learn more about 'EDI' on page 41.

PO HISTORY TAB: SHIPMENT TRACKING

Use the Dispatch & Shipment History section to check the status of shipment.

Dispatch, Motor Carrier Status & Shipment History

▼ Dispatch (Shipment Info) A B C D

Dispatch ID	Routing Submit Date	Shipment Ready Date	Pickup Date	ETA Date	Delivered Date	FC Dest	Cases	Units on this Routing	Total units on PO	Total units already routed	Avail left to route
0000	06/05/2014 08:34 AM	06/09/2014 12:00 AM	06/09/2014 12:00 PM	06/14/2014 08:00 PM	06/14/2014 08:00 PM	SDF8	16	185	203	0	18

▼ Motor Carrier Status Updates

Status	Date	Carrier	Location	Description
IN TRANSIT	06/09/2014 12:00 PM	YRC	Curtis Bay, MD, US	Pickup Appointment Scheduled
PICKED UP	06/09/2014 12:00 PM	YRC	Curtis Bay, MD, US	Departed Pick-up location
ETA	06/14/2014 08:00 PM	YRC	JEFFERSONVILLE, IN, US	Delivery Appointment Scheduled
DELIVERED	06/14/2014 08:00 PM	YRC	JEFFERSONVILLE, IN, US	Confirm Delivered

▼ Shipment History (ASN) E

ASN ID	Carrier Tracking Number	ASN Qty	Ship Date
1327233		185	06/09/2014 12:00 AM

Important Columns: Definitions

A	<table><tr><th>Routing Submit Date</th><th>Shipment Ready Date</th><th>Pickup Date</th></tr><tr><td>06/05/2014 08:34 AM</td><td>06/09/2014 12:00 AM</td><td>06/09/2014 12:00 PM</td></tr></table>	Routing Submit Date	Shipment Ready Date	Pickup Date	06/05/2014 08:34 AM	06/09/2014 12:00 AM	06/09/2014 12:00 PM	Routing can be submitted 14 days prior to the start ship date. Shipment Ready Date can occur between the start ship date and the last ship date. Routing requires submission at least 24 hours prior to the ready date.		
Routing Submit Date	Shipment Ready Date	Pickup Date								
06/05/2014 08:34 AM	06/09/2014 12:00 AM	06/09/2014 12:00 PM								
B	<table><tr><th>ETA Date</th></tr><tr><td>06/14/2014 08:00 PM</td></tr></table>	ETA Date	06/14/2014 08:00 PM	Estimated Time of Arrival Date is the scheduled arrival date from the originating pickup location to the fulfillment center destination.						
ETA Date										
06/14/2014 08:00 PM										
C	<table><tr><th>Delivered Date</th></tr><tr><td>06/14/2014 08:00 PM</td></tr></table>	Delivered Date	06/14/2014 08:00 PM	The date in which the routed product was delivered to the fulfillment center.						
Delivered Date										
06/14/2014 08:00 PM										
D	<table><tr><th>Units on this Routing</th><th>Total units on PO</th><th>Total units already routed</th><th>Avail left to route</th></tr><tr><td>185</td><td>203</td><td>0</td><td>18</td></tr></table>	Units on this Routing	Total units on PO	Total units already routed	Avail left to route	185	203	0	18	See routed units, total ordered units, and remaining units. Zappos Logistics requires shipments be as complete as possible in a single routing.
Units on this Routing	Total units on PO	Total units already routed	Avail left to route							
185	203	0	18							
E	<table><tr><th>ASN Qty</th><th>Ship Date</th></tr><tr><td>185</td><td>06/09/2014 12:00 AM</td></tr></table>	ASN Qty	Ship Date	185	06/09/2014 12:00 AM	Advanced Shipment Notice (EDI Feed 856) contains a complete product manifest of goods being shipped.				
ASN Qty	Ship Date									
185	06/09/2014 12:00 AM									

PO HISTORY TAB: INVOICE & PO EVENTS

Need to review an invoice? Want to verify when a PO status changed? Curious about the Change Request History? Learn how here.



Note: Learn more about 'EDI' on page 41.

Invoice History

Invoices (EDI Only)

A

Invoice Number	Method	Invoice Date	Items	Amount Due	Terms
14501	EDI	04/24 12:00 AM	60		

A

Column Definitions

A	Invoice Number	Internal Invoice Number.
	Method	Delivery Method; EDI (only shows EDI invoices here).
	Invoice date	Date & Time stamp of EDI invoice.
	Items	Units on invoice.
	Amounts Due	Total amount due on invoice.
	Terms	Dating terms as defined by Vendor Allowance Agreement.

PO Lifecycle Events

PO Lifecycle Events						
Event	Event Date		Source	User Name	Est Cost	Est PO Qty
Initiated	07/08	08:06 AM				
Release Pending	07/08	08:07 AM	Other			108
Released	07/10	12:04 AM	Other			108
Released	01/29	11:01 AM	Other			156
Closed	03/28	02:02 AM	Other	Winston "The Wolf" Wolf		156

B

Column Definitions

B	Event	PO Status Event; Initiated, Release Pending, Released, Closed, Etc.
	Event Date	Date & time stamp of when the PO status event occurred.
	User Name	User which initiated or caused a PO status event to occur.
	Est Cost	Estimated PO cost at the time of PO status event.
	Est PO Qty.	Estimated PO quantity at the time of PO status event.

Change Request History

▼ Change Request History

C

ID	Source	User Name	Date	Est Cost	Est PO Qty
45106	Vendor		11/05 11:01 AM		156

C

C	The 'Change Request History' section captures any change variation in estimated cost & estimated PO quantity made by the Vendor and/or Buyer. Each change request will appear in the history log with the user name who requested the change. The history also includes the date & time in which changes occur.
---	---

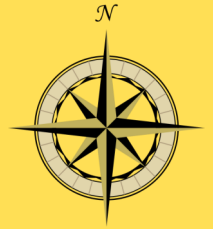
SECTION 8: ANALYZE SALES

Section Goal

Upon completion of this section you will know how to run a sales report and see inventory from multiple suppliers.

Section Outline

Brand Sales Report
Category Planning



BRAND SALES REPORT

Use the Zapporo Brand Sales Report to analyze retail sales metrics for a specific date range.

- 1 Click 'Brand Sales Report' from the left navigation bar.
Select the desired 'Department' (Brand Name) & click 'Go'.

Zapporo Dashboard Logged in as Vendor | [Logout](#)

Primary Role: Vendor

Vendor

- Home
- Purchasing
 - PO List / Search
 - Traffic List / Search
 - Create PO from XLS
 - PO [Go](#)
 - Category Planning
 - Supplier Inventory-- [Go](#)
- Reports
 - Brand Sales Report**
 - Supplier EDI
 - EDI Certification-- [Go](#)

Brand Sales Report

Department: (Please choose a Department) [\(Please choose a Department\)](#)

Brand Name [\(Please choose a Department\)](#)

[Go!](#)

Click 'Go!'.

Click 'Brand Sales Report'.

Select a brand name from the 'Department' drop down box.

- 2 Select 'Start Date' & 'End Date'.
Select the desired 'Supplier' & 'Department' & click 'Go'.

Brand Sales Report:

Report Criteria

Start Date: 2014-07-21

End Date: 2014-07-21

Supplier: (Please choose a Supplier) [\(Please choose a Supplier\)](#)

Department: (Please choose a Department) [\(Please choose a Department\)](#)

Sales data will not be available until the next business day.

[Go!](#)

Click 'Go!'.

Choose a 'Start Date' & 'End Date'.

Choose a supplier name.

Choose a 'Department' (not required).

Product Category
Product Type
Gender

- 3 Review report output.

Supplier Totals

Supplier	Sales	Units

Sales Breakdown by Style: Jul 21, 2014 - Jul 21, 2014

Total Units Sold	Total Sales	Average Sales	Total Return Units	Total Returns	Average Returns	Total On Hand	Total On Hand Cost	Total Net Margin

Style Number	Sales	Units	On Hand	Return Value	Return Units	Return % By Price	Net Margin	Product Name	Color	Supplier Name

CATEGORY PLANNING

See multiple styles across different suppliers to compare product performance using this tool.

- 1 Click 'Category Planning' from the left navigation bar. Type or copy/paste SKU, style, or style ID numbers into one of the three filter by fields highlighted below. Remember SKU & style ID are Zappos assigned.

Primary Role: Vendor

Note: Must have access to multiple suppliers to see mixed styles.

1.1 Click 'Category Planning'.

1.2

Click 'Add' once number(s) are entered.

1.3

Click 'GO' once all number(s) have been added.

Items highlighted are in inventory and

Go To Page: Jump Styles 1 thru 2 of 2 << 1 >>

- 2 Review performance and inventory metrics from multiple suppliers.

Vendor

Filter Styles

Go To Page: Jump Styles 1 thru 2 of 2 << 1 >>

• Style:

Style Info

SKU Number:

Product:

Style Number:

Style ID:

Color:

Gender:

Style State:

First Scan Date:

Season:

Year:

Sell Out Date:

MSRP:

Wholesale:

Average Cost:

Sales & Inv Info

Supplier 1: Footwear

Sales By Size

Available On Site

Site

Full Price

Sale Price

Zappos.com

Last 30 Days:

Net Orders:

Sell Through:

Returned:

Returned %:

Lifetime:

Gross Orders:

Net Orders:

Returned:

Returned %:

Received:

All Open POs:

PO

Status

Open Qty (46)

First Ship Date

EXNULAO

Released

46

07/16/2014

Additional Information

Style Status:

Core Style

Style Comments:

Last updated on: 09/05/2013 by

Sizing & Stock

width	35 (US Women's 4)	36 (US Women's 5)	37 (US Women's 6)	38 (US Women's 7)	39 (US Women's 8)	40 (US Women's 9)	41 (US Women's 10)	42 (US Women's 11)	Owned Inventory	Cost Value	Retail Value
M											
Totals:											

• Style:

Style Info

SKU Number:

Product:

Style Number:

Style ID:

Color:

Gender:

Style State:

First Scan Date:

Season:

Year:

Sell Out Date:

MSRP:

Wholesale:

Average Cost:

Sales & Inv Info

Supplier 2: Clothing

Sales By Size

Available On Site

Site

Full Price

Sale Price

Zappos.com

Last 30 Days:

Net Orders:

Sell Through:

Returned:

Returned %:

Lifetime:

Gross Orders:

Net Orders:

Returned:

Returned %:

Received:

All Open POs:

PO

Status

Open Qty (0)

First Ship Date

No Open POs

Additional Information

Style Status:

Core Style

Style Comments:

Last updated on: 08/14/2013 by

Sizing & Stock

width	35 (US Women's 4)	36 (US Women's 5)	37 (US Women's 6)	38 (US Women's 7)	39 (US Women's 8)	40 (US Women's 9)	41 (US Women's 10)	42 (US Women's 11)	43 (US Women's 12)	44 (US Women's 13)	Owned Inventory	Cost Value	Retail Value
M													
Totals:													

Inventory Qty: Est Cost: Est Retail: SKUs: Styles:

SECTION 9: PO MANAGEMENT, EDI, & SUPPORT CONTACTS

Section Goal

On completion of this section you will better understand how to submit a 'change request', Zapporo EDI feeds, how Buyers are notified about specific work tasks in the purchase process via the Work List, and who to contact for common support topics.

Section Outline

Change Request

Work List

- Work Flow Diagram

- Work List Example

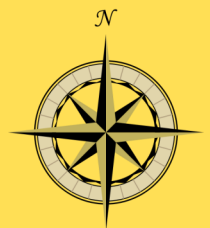
EDI Dashboard

- Supplier Selection

- Review EDI Certifications

- EDI Feeds

Support Contacts



CHANGE REQUEST

Vendors may submit PO changes through Zapporo. When a change is requested a notification is sent to the Buyer to approve or reject. Changes include: Style addition & removal, price adjustment, quantity adjustment, and start/last ship date. Does not include changes to style data such as: style name, gender, color, size, or UPC (contact Buyer directly).



Note: Change requests cannot be submitted for PO's in 'closed' status.

1

Make necessary changes to the PO.
Examples illustrated below.

• PO Full View • Inventory PO View • PO History [Link to This Page](#) [Copy Link](#)

PO Number Start Ship Date
Description Last Ship Date

[Save & Request Release](#) [Export to XLS](#)

Workflow, Planning, Shipment & Terms

Comments (0)

Item Detail [Click to delete selected products, styles, or UPCs.](#)

[Delete](#) [Sale](#) [Cur Wh Sale](#) [Reset Prices](#) [Apply Std Discount](#) Discount: % Apply To: [Orig Wh Sale](#) [Cur Wh Sale](#) [Cost](#) [Go](#) [Summary View](#)

☐ Show DCSO Calculator
[select all](#) / [clear all](#)

☐ Product SKU
☐ Style Gender Color Last 30 Net Sales Last

	ID	Size	UPC	OI	Qty	OO	Orig WhSale	Cur WhSale	Cost	Est Cost	ASN Qty	Rcvd Qty	First Rcvd	Last Rcvd
<input type="checkbox"/>					<input type="text"/>				<input type="text"/>					
<input type="checkbox"/>					<input type="text"/>									
<input type="checkbox"/>					<input type="text"/>									

[Click inside box to change quantity by line.](#) [Click inside box to change cost by line.](#)

2

Click 'Save & Request Release' to submit changes to the Buyer.

• PO Full View • Inventory PO View • PO History [Link to This Page](#) [Copy Link](#)

PO Number Start Ship Date Supplier
Description Last Ship Date Sales Channel

[Save & Request Release](#) [LS](#)

Workflow, Planning, Shipment [Click to save & release changes.](#)

Comments (0)

Item Details

[Delete](#) [Orig Wh Sale](#) [Cur Wh Sale](#) [Reset Prices](#) [Apply Std Discount](#) Discount: % Apply To: [Orig Wh Sale](#) [Cur Wh Sale](#) [Cost](#) [Go](#) [Summary View](#)

☐ Show DCSO Calculator
[select all](#) / [clear all](#)

☐ Product SKU
☐ Style Gender Color Last 30 Net Sales Last 30 Sell Through [Sales Graphs](#) Retail:

	ID	Size	UPC	OI	Qty	OO	Orig WhSale	Cur WhSale	Cost	Est Cost	ASN Qty	Rcvd Qty	First Rcvd	Last Rcvd
<input type="checkbox"/>					<input type="text"/>				<input type="text"/>					

WORK LIST

The work list is a Buyer notification dashboard. The system is designed to alert Buyers to various PO processes that may need assistance along the way; PO approval (initial), change requests, shipping & receiving tasks, invoice reconciliation, etc.

Work Flow Diagram



Note: The screen below is how the Buyer views and completes work list tasks. Vendors will not see this particular screen (included as informational content only).

Buyer Work List Dashboard Example

• Search Results Found 20 Tasks. High priority tasks are Highlighted					
Task ▾	Details ▾	Priority ▾	PO Id ▾	PO Creator ▾	PO Status ▾
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Anna	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Adam	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Rebecca	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Rebecca	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Jenna	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Rebecca	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Dave	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Jenna	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Jenna	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Jenna	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Jenna	Release Pending
MA Request Release	Request Release for purchase order.	Medium	EXNULAQ	Mandy	Release Pending
MA Request Release	Request Release for purchase order.	Medium	EXNULAQ	Mandy	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Madeline	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Dave	Release Pending
Not Ready to Ship	Today is later than 14 days after Last Ship Date.	Medium	EXNULAQ	PEHZ E	Released
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Hilary	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Hilary	Release Pending
Vendor Request Release	Request Release for purchase order.	Medium	EXNULAQ	Hilary	Release Pending
Auto Rpl Request Release	Request Release for purchase order.	Medium	EXNULAQ	Everclear Autoreplen	Release Pending



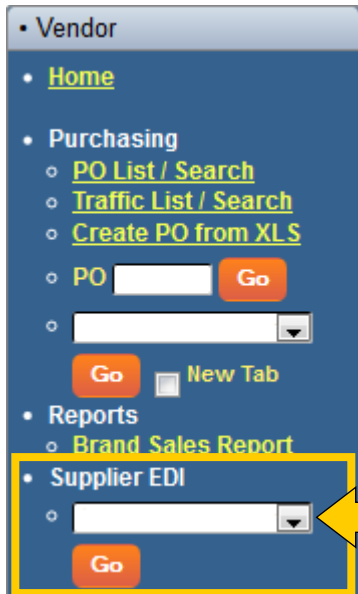
Note: Buyers review the work list daily to make sure tasks are being evaluated.

EDI DASHBOARD

Electronic Data Interchange (EDI) is a communication system that provides standards for exchanging data electronically. By adhering to the same standard; two different parties can electronically exchange documents. These documents include purchase orders, invoices, shipping notices, and many others. Check 'Supplier EDI' to see the certified status of EDI feeds.

1

Choose a Supplier from the drop down menu and click 'Go'.



• Vendor

- [Home](#)
- Purchasing
 - [PO List / Search](#)
 - [Traffic List / Search](#)
 - [Create PO from XLS](#)
 - PO
 -
- Reports
 - [Brand Sales Report](#)
- Supplier EDI
 -

2

View Supplier EDI information on the dashboard.

Supplier EDI Dashboard

Certification	
Id	Current Status
810	810 Certified
850	850 Certified
855	855 Certified
856	856 Certified
860	860 Certified
997	997 Certified



Contact: zappos-edi@amazon.com for any questions.

EDI Feed Definitions

850	Purchase Order (PO)	Order details, shipping timeframes, ship-to addresses. Line item details: UPCs, quantities, price, color/size/description.
855	PO Acknowledgement	Confirms the receipt of a purchase order down to line item. Also communicates if the PO was accepted, rejected, or accepted with changes by the Vendor.
860	PO Change	A change to an existing purchase order. Also used to confirm acceptance of changes to purchase orders made by Vendors.
856	Advanced Ship Notice (ASN)	Manifest of PO contents; UPC & quantity. ASN information should match the invoice.
810	Invoice	Bill of goods; style, color, price, UPC, and quantity.
997	Functional Acknowledgement	A technical response for EDI transactions. Serves as a receipt to acknowledge that an EDI transaction, or a group of transactions, was received, rejected, or contains errors.
GS1-128	Shipping Label	Info from label comes from 856 ASN. Contains ship to location, PO# and barcode, product type, SSCC-18 barcode.

SUPPORT CONTACTS

Here is a list of common support topics and the associated support teams' email contact.



Support Topics	Contact Information
Vendor Guide, Package/Labeling, Tool Access	zappos-vendorsupport@amazon.com
Routing, 3rd Party Carriers, Routing Portal	zappos-traffic@amazon.com
EDI Messaging, EDI Setup/Testing	zappos-EDI@amazon.com
Invoice Issues & AP Portal Access	zappos-apretail@amazon.com
Purchase Orders	Please contact your Buyer