

Trading Partner Performance Management (TPPM) Work Group

Date: 26-November-2008

CR #: 07-000283

This is a GSMP **Call-to-Action** to recruit users from all industries and from everywhere in the world to bring their expertise, commitment, and contribution to a new GSMP work area.

The information herein gives a general description of the new work area and the **Work Group (WG)** that is being formed to accomplish the work. For information on how to join this work area, please refer to Section 12 below.

1. Objective/Scope of the TPPM WG

The objective of this work group is to build, and pilot the business and technical solution design based on the TPPM Business Requirements Analysis Document (BRAD). The TPPM BRAD provides comprehensive, unambiguous metrics definitions which:

1. Represent diverse trading partner performance measurement requirements, including revenue, margin, market share, inventory, logistics, data quality, product quality, order management, invoicing and payment.
2. Are precise enough that independent companies working with the same underlying data will derive the same metrics result.

The Business Solution and Technical Design will specify a standard communication mechanism for TPPM that:

1. Allows both goals and measures to be shared at whatever level of detail makes sense for the trading relationship.
2. Enables both manufacturers and retailers to submit measurement data to be used in the scorecard.
3. Provides a standard format for messages so each company can use its own technology (if desired) to aggregate, display and analyze results.

The basis for the TPPM Business Solution and Technical Design is the GS1 eCom Performance History BMS. The Performance History message was designed to support VICS CPFR programs by transmitting the data needed to generate CPFR metrics exceptions, alerting users to service level, delivery and related issues. This work group's objective is to enhance the Performance History BMS Version 2.0.2

A pilot will be conducted to ensure quality and implementation of the enhanced BMS.

2. Scope Constraints of the TPPM WG

GSMP WGs and BRGs must adhere to the GS1 Standards Development Methodologies to assure their scope and deliverables, upon which the work of the other GSMP groups depends.

Generally, the team must operate within the following context:

- Develop documents that capture the business and technical requirements
- Develop documents that capture the additional considerations and concerns that were discussed during the group's calls and physical meetings.

This work effort is based off of Change Request: **07-000283**.



3. Expertise Required

This is a call for business information and business information technology experts for the **TPPM WG**. The experts should represent trading partners from both sides of the trading relationship, third parties, and solution providers to have proper representation on the WG. The intent is to have balanced membership from the **Retail and Consumer Product Goods** user community to define and establish proper global standards with the clear intention of implementation of these

The GSMP work group model requires a minimum level of support throughout the process and to meet eBallot requirements for due process (as defined in the *GSMP Users Manual*). Failure to achieve the minimum through this CTA for due process will mean the group will not be launched.

4. Area's Affected

This Call-to-Action falls under the eCom BRG.

5. Distribution for Call to Action

Please circulate this **Call to Action** packet by forwarding it to your email distribution lists. GSMP WG is open to broad participation from any industry group, company, or region. All '**Call to Action**' packets are posted in the:

- eRoom at: <http://eroom.uc-council.org/eRoom/facility/GSMPCallToAction>
- GS1 website at: http://www.gs1.org/services/gsmpl/involve/call_to_action.html

It is also distributed via a GSMP Community email announcement.

6. Timeline:

A kick off/introductory conference call will fully brief all participants of objectives and WG/BRG activities. The first call will be held on **14-January- 2009** from **1030–1200 EST / 1630-1800 CET**). The overall duration of this group effort is expected to be approximately **Nine – Twelve Months**.

7. Participants:

Known Participants:

- Project Manager: **John Ryu, GS1 Global Office**
- Sponsor: **Anders Grangard, GS1 Global Office**
- Chair: **Matt Johnson, Oracle**
- GS1 Business Unit Manager: **Anders Grangard, GS1 Global Office**
- GS1 Contact: **John Ryu, GS1 Global Office**

GS1 Member Organisations (MO) Participants:

Name	Company
Ayako Shimazaki	GS1 Japan
Mauricio Brena	GS1 Mexico
Rich Richardson	GS1 US

Supplier Participants:

Name	Company
Kaori Watanabe	Ajinomoto
Ivano Harris	Brown Forman
Kraig Adams, Marie Perry	Coca-Cola
Carol Edison	General Mills
Ardetha Bradley	Georgia Pacific
Lori Bigler	J.M Smucker Co.
Mary Lou McCleese	Johnson & Johnson
Akikazu Sato	KAO
Larry Roth	Kimberly – Clark
Milan Turk	Procter & Gamble

Retailer Participants:

Name	Company
Paula Giovannetti	Best Buy
Olivier Mouton	Carrefour
Michael Bammer	CVS Pharmacy
Akihiro Watanabe	Izumiya
Jeff Bornino	Kroger
Pam Fisher	Wegmans

Data Pool Participants:

Name	Company
Not Applicable	

Other Participants (Transportation, Logistics, Associations, Governmental etc.):

Name	Company
Mark Bieler	Daymon Associates
John Parks	IBM
Matt Johnson	Oracle
Svend Erik Moelgaard	Platon A/S
Mike Kantor	Trade Promotion Management Association

8. GSMP Process:

For complete information regarding the GSMP (including access to the GSMP Manual), please refer to the website at: <http://www.gs1.org/services/gsmpp/overview/>.

9. Sessions

The WG/BRG is responsible for scheduling meetings to accomplish their work. Sessions are defined as face-to-face or physical meetings and teleconferences. All GSMP Sessions include the necessary Anti-Trust cautions as defined by GS1 legal counsel. The Anti-Trust cautions is located on the GS1 website at: http://www.gs1.org/services/gsmpp/support/gs1_antitrust.html.



10. Face-to-Face Meetings

The Process Manager schedules face-to-face meetings with reasonable advance notice to allow for proper planning. Face-to-face meetings will cover 2 or 3 days per meeting and will be held in order to speed up the work as much as possible. Participants are expected to cover their own expenses related to travel, accommodation, and time for the physical meetings. Face-to-face meetings will be arranged in GS1 GO locations: **Brussels, Belgium** or **Princeton, NJ, USA** or may be hosted by participant companies or Member Organizations

There will be a face to face meeting on March 23, 2009 during the Joint GSMP/EPC Meeting in Los Angeles CA USA.

11. Teleconferences

TPPM WG teleconferences will occur every **2nd and 4th Wednesday from 10:30-12:00 EST or 16:30-18:00 CET**. The kick-off (first) teleconference is scheduled for **(January 14, 2009)**.

Teleconference Information

US Dial-in Number: 877.864.7187

International Dial-in Number: 720.348.8446

Meeting Room Number: *8363455* (Press the * Key Before and After Number)

12. Agendas and Minutes

GSMP eRoom facilities will be used to support this WG/BRG. The Process Manager is responsible for preparing all agendas and minutes.

Agendas must include:

- Review of the agenda.
- Approval of previous meeting or call minutes.
- Discussion of all pending issues and action items.

Meeting minutes should record:

- The original agenda
- Members, participants, guests, and staff present
- Requests for notation
- Decisions, resolutions, and action items.

13. How to Apply

Apply for membership by completing the GSMP Membership Application on the GSMP web site:

<http://www.gs1.org/services/gsmpp/involve/>

In section 3 of the Membership Application, please select the **TPPM WG**.