

Trading Partner Performance Management (TPPM) Pilot Phase Work Group

Date: 7-April-2009

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 Pilot Phase WG

The objective of this work group is to pilot the business and technical solution design Performance Measure Business Messaged Standard (BMS) based on the TPPM Business Requirements Analysis Document (BRAD).

The pilot will ensure quality and there may be updates to the BMS based on the pilot results.

Success Criteria of Pilot

- Correct use of calculation/formula based on TPPM work group
- Provide any feedback and resolve within public review
- Minimum of 4 Trading Partners, preferably with differing distribution models (e.g. warehouse vs. Direct Store Delivery).
 - 2 Retailers
 - 2 Suppliers
- 17 Measures
- Parameter Based Data
 - Item Scope
 - Location Scope

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 BMS 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.



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

Define which BRG owns this Call-to-Action. If no BRG is responsible then assign it to a generic classification such as "Corporate".

Select all that apply:

Product Area	How is this area affected?
<input type="checkbox"/> BarCodes & ID	
<input type="checkbox"/> GDSN	
<input checked="" type="checkbox"/> eCOM	This will be a new eCOM Message
<input type="checkbox"/> Data Accuracy	
<input type="checkbox"/> Traceability	
<input type="checkbox"/> EPC	

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/gsmpp/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 **13-May- 2009** from **1030–1200 EST / 1630-1800 CET)**. The overall duration of this group effort is expected to be approximately **Five 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
Ardetha Bradley	Georgia Pacific
Lori Bigler	J.M Smucker Co.
Mary Lou McCleese	Johnson & Johnson
Don Mowery	Nestle Purina
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/gsmg/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/gsmg/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 occur at the behest of the group, 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.

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 **(May 13, 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 Join

You can join this WG/BRG through the **GS1 Community Room**.

If you are already a GS1 Community Room member:

1. Access the GS1 Community Room at: <http://community.gs1.org/members/>
2. Click on **All Groups**
3. Choose **GSMP Trading Partner Performance Management Work Group (WG)** from the list. The group's home page will appear.
4. Click on **Join the Group** in the upper left of the group's home page

If you are NOT a GS1 Community Room member:

1. Apply for GS1 Community Room membership by using our Online Form at: http://community.gs1.org/kmembership_info/person_signup/
2. Once you receive your username and password, follow the directions above to join this WG/BRG.