



Summer Show 2022 in CONNECT Supplier



AGENDA

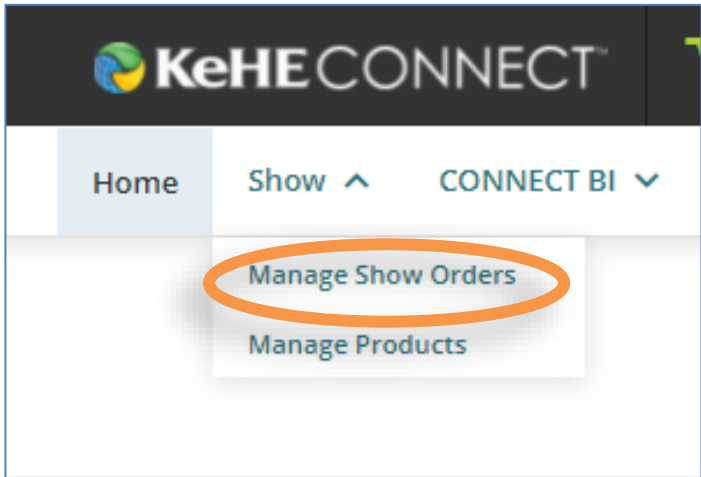
- Access show orders
- Initiate an order on behalf of a retailer
- Add items to an order
- Add free goods
- Manage orders that are “in negotiation”
- Respond to a proposed or countered order
- Potential negotiated savings
- Getting help



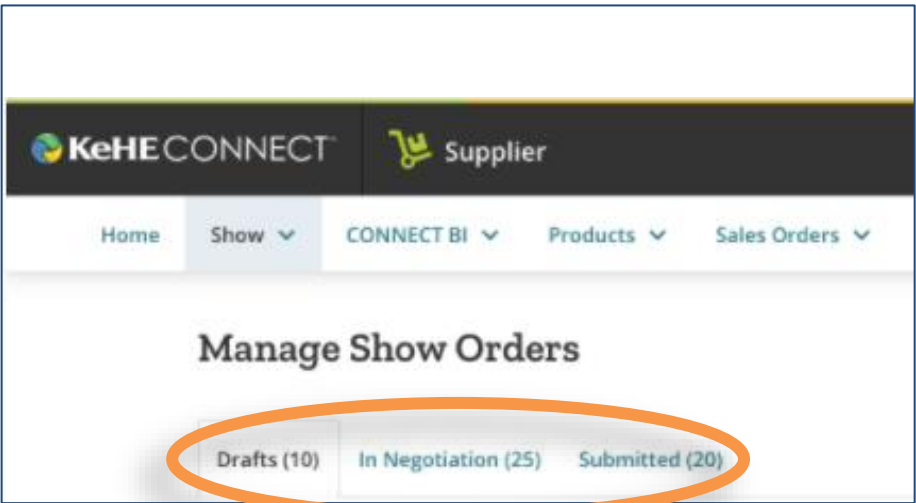


ACCESS SHOW ORDERS

1. To access the Show orders, navigate to connectsupplier.kehe.com. Under the Show tab, select Manage Show Orders.



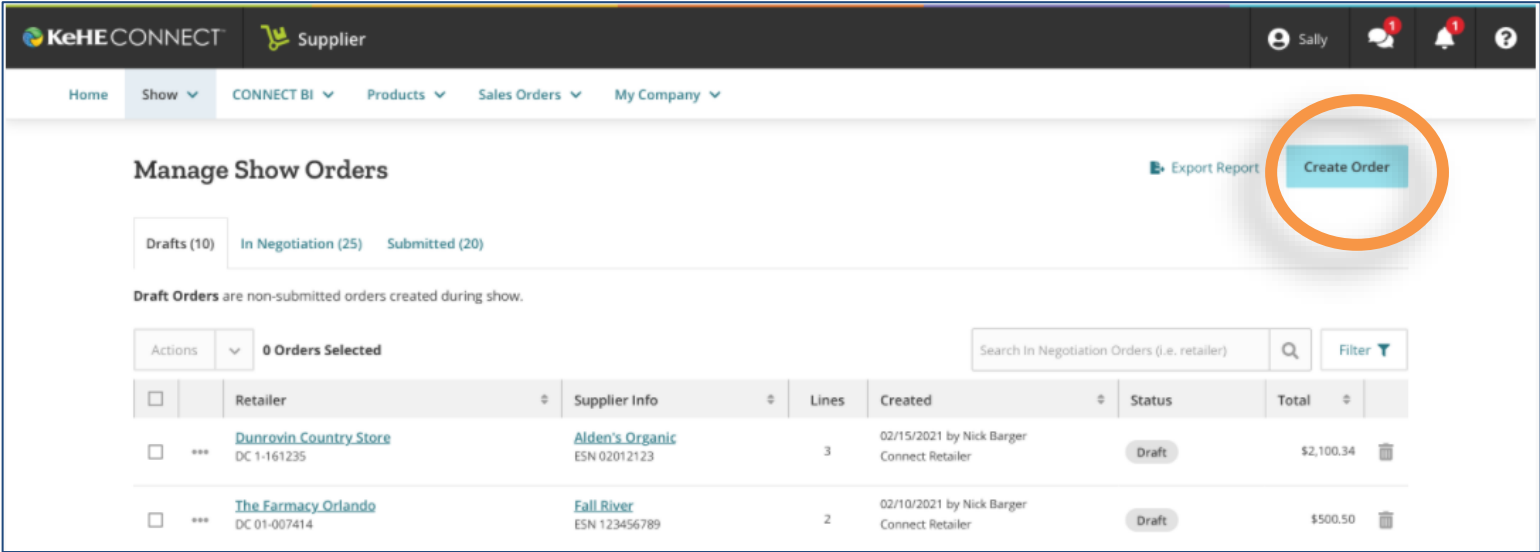
2. Here, you will find a list of draft orders, orders “in negotiation” and submitted orders.



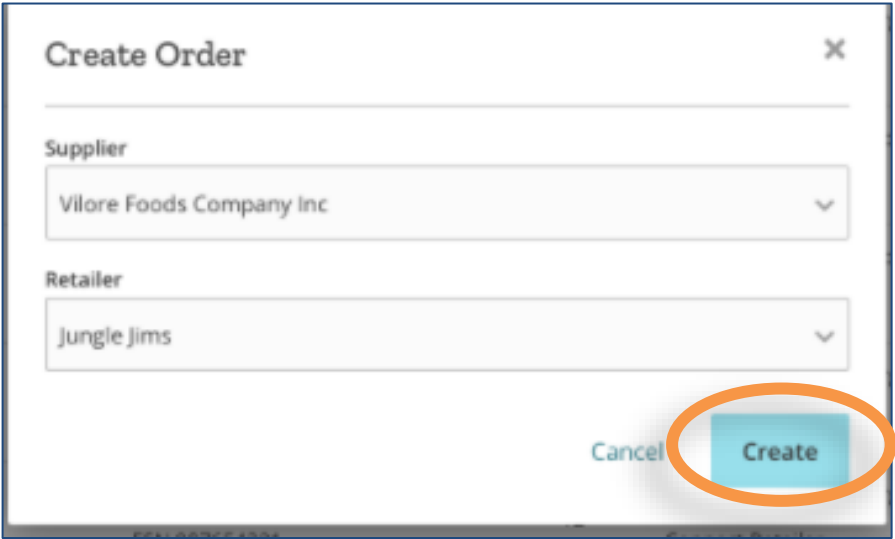


INITIATE A SHOW ORDER FOR A RETAILER

1. To initiate a show order, select Create Order.



2. Enter the Supplier's name or ESN and the Retailer's name or DC customer number. Click Create



3. Now you are ready to add products to the order.



ADD ITEMS TO AN ORDER

1. To add items to an order, select Add next to each item. A window will open with fields for you to enter the quantity (required) and MCB (always shown in dollars) and/or Free Goods. The Show portal is designed to auto-correct the quantity to the appropriate number of items. After making your selections, click Add.

The screenshot shows the KeHECONNECT interface with a 'Draft' order for Club Foods. A modal window titled 'Add Product' is open, displaying a table for adding items to the order. The table has columns for MCB, Qty, Free Goods, and Total Qty. The 'Add' button is circled in orange.

| | MCB | Qty | Free Goods | Total Qty |
|-----------|--------|-----|------------|-----------|
| All Books | \$0.00 | 6 | 0 | 6 |
| Jun 2021 | \$0.20 | 6 | 0 | 6 |
| Jul 2021 | \$0.20 | 6 | 0 | 6 |
| Aug 2021 | \$0.00 | 6 | 0 | 6 |

2. After adding all your selected items, review the order details and select Submit Order. Items that are marked with ⚠ Not available in Retailer's DC can be added to an order but may not ship unless enough demand is generated.

The screenshot shows the KeHECONNECT interface with a 'Draft' order for Club Foods. The 'Submit Order' button is circled in orange.

| | MCB | Qty | Free Qty | Net | Total |
|-----------------------------------|--------|-----|----------|--------|---------|
| Kirks Soap Bar 3pk Aloe, 12.00 OZ | \$4.00 | 6 | 0 | \$3.80 | \$22.80 |



ADD FREE GOODS TO A DRAFT ORDER

1. To add free goods to a draft order, enter the quantity in the Free Qty field.

Search for Products

Kirks

Kirks

Soap Bar 3pk Aloe, 12.00 OZ

829262000011

CASE PACK 6 ea

PRICE PER \$4.00

Add

Kirks

Soap Bar 3pk Vera, 12.00 OZ

829262000042

CASE PACK 12 ea

PRICE PER \$4.50

Add

Kirks

Soap Bar Frgfr, 4.00 OZ

829262000022

CASE PACK 12 ea

PRICE PER \$4.50

Add

Congelli

Congelli

Body Wash Pine Tar, 9.50 OZ

829262000081

CASE PACK 6 ea

PRICE PER \$3.00

All prices on CONNECT Supplier reflect the DC Wholesale cost.

Orders → Order Details (Club Foods)

Help Order Notes Submit Order

Club Foods

Draft

Reeds Inc

CREATED 02/15/2021, Sally Smith

LINES IN ORDER 1

EXTRA PERFORMANCE \$0.00

POTENTIAL NEGOTIATED SAVINGS \$3.60

FREE GOODS \$0.00

TOTAL \$68.40

Jun 21 (1) Jul 21 (1) Aug 21 (1)

Jun 2021

(1 lines in order)

EXTRA PERFORMANCE \$0.00

Advertisement \$0.00

Slotting Fee \$0.00

Demo \$0.00

POTENTIAL NEGOTIATED SAVINGS \$0.00

FREE GOODS \$0.00

TOTAL \$22.80

Product Description A to Z

0 Products Selected

| | Item Info | Price Per | Nat'l OI | MCB | Qty | Free Qty | Net | Total | |
|--------------------------|--|-----------|----------|---------|-----|----------|--------|---------|--|
| <input type="checkbox"/> | Kirks Soap Bar 3pk Aloe, 12.00 OZ 2 Pk 829262000011 123454332 | \$4.00 | \$0.00 | \$ 0.20 | 6 | 0 | \$3.80 | \$22.80 | |

6

Certified
B
Corporation

KeHE



MANAGE ORDERS THAT ARE “IN NEGOTIATION”

1. You will need to respond to orders that are “In Negotiation”. Refer to the table below for a description of each status type.

Manage Show Orders

Export Report

Create Order

Drafts

In Negotiation

Submitted

In Negotiation Orders are custom deals that are in negotiation with the retailer.

Filter by Status

Select a Status

| Retailer | Supplier info | Lines | Created | Status | Total | |
|--|---|-------|--|-----------|----------|--|
| EASY STREET FRESH MARKET DC 01-000001 | REEDS INC ESN 02000042 | 1 | 01/05/2022 by Moe Kehe Connect: Retailer | Declined | \$302.00 | |
| EASY STREET FRESH MARKET DC 01-000001 | REEDS INC ESN 02000042 | 1 | 01/05/2022 by Moe Kehe Connect: Retailer | Declined | \$226.50 | |
| BREAD & BUTTER NEIGHBORHOOD MK DC 12-306808 | BOBS RED MILL NATURAL FOODS INC ESN 02001423 | 4 | 01/05/2022 by Nicholas Petkunas Connect: Retailer | Proposed | \$59.60 | |
| EASY STREET FRESH MARKET DC 01-000001 | CLIF BAR & COMPANY ESN 02004885 | 4 | 01/04/2022 by Moe Kehe Connect: Retailer | Countered | \$595.60 | |

| Status | Definition |
|-----------------|---|
| Proposed | An order from a retailer that is waiting for you to review. Select Accept, Decline or Counter. |
| Proposed-Draft | An order that the retailer is working on countering back to the supplier. |
| Countered | An order that has been countered by the supplier, waiting for the retailer to Accept, Decline or Counter. |
| Countered-Draft | An order that the supplier is working on countering back to the retailer. |
| Declined | An order that has not reached an agreement and will be deleted when the Show closes. |



RESPOND TO A PROPOSED OR COUNTERED ORDER

1. Click on the retailer hyperlink to open the order and review the details. Then select Accept, Counter or Decline. Orders in negotiation that are not addressed prior to the close of Show will not be submitted or fulfilled.

CAMELOT HEN HOUSE #24 INA Proposed

CLAUDES SAUCES INC

CREATED 1/4/22, Mohammad Khan [EXTRA PERFORMANCE](#) \$0.00

LINES IN ORDER 1 POTENTIAL NEGOTIATED SAVINGS \$11.52

FREE GOODS \$6,750.72

TOTAL \$10,114.56

May 2022 (0) June 2022 (0) **July 2022 (1)** Apr 2022 (0)

July 2022
(1 line in order)

[EXTRA PERFORMANCE](#) \$0.00 [POTENTIAL NEGOTIATED SAVINGS](#) \$11.52

[Advertisement](#) \$0.00

[Placement](#) \$0.00

[Demo](#) \$0.00

[TOTAL](#) \$10,114.56

[Clear Book](#) [Copy Book](#)

| Item Info | Price Per | Nat'l Deal | MCB | Qty (ea) | Free Qty | Net | Total |
|---|-----------|------------|--------|-------------|-------------|----------|-------------|
| Casa Corona Sauce Enchilada 2Flvr Dsp 36Pc, 1 DS. 075778116147 00232397 | \$105.48 | \$0.00 | \$0.12 | 96 | 64 | \$105.36 | \$10,114.56 |
| | | | | 1 ea = 1 cs | 1 ea = 1 cs | | |

Select "Accept" if you approve of the order details.

Select "Counter" to continue negotiating with the retailer. This option will allow you to edit the order.

Select "Decline" to end negotiating with the retailer. All declined orders will be deleted from the portal when the show closes.

Want to open a direct chat session with the retailer? Select the ellipses "..." to start chatting.

Note: Select Order Notes  **to add comments that will be associated with the order and visible to the supplier and retailer.**



POTENTIAL NEGOTIATED SAVINGS

The potential negotiated savings is the sum of any negotiated deals, including MCB and show only deals savings.
Note: Free goods are not included in the potential negotiated savings.

| | | |
|---------------------------------|---------------------------|--------------------------------------|
| BREAD & BUTTER NEIGHBORHOOD MK | | Countered |
| BOBS RED MILL NATURAL FOODS INC | | |
| CREATED | 1/5/22, Nicholas Petkunas | <u>EXTRA PERFORMANCE</u> \$0.00 |
| LINES IN ORDER | 4 | POTENTIAL NEGOTIATED SAVINGS \$11.20 |
| | | FREE GOODS \$0.00 |
| | | TOTAL \$80.55 |

GETTING HELP



Contact
ShowSupport@kehe.com or
866-561-3462