



THE SPORTS AUTHORITY REPORTING PROGRAM FAQ

EDIFICE

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REPORTING PROGRAM FAQs

What reports will I receive?

You and your Sports Authority (TSA) merchants will receive a report suite that will include the 13-Week Dollar Sales Trend, Monthly Unit Sales Trend, Size Analysis, Store Stock-out Exposure, Store Stock-to Sales Analysis, Top Items, Top Stores, Unit Sales and Inventory Analysis, Vendor Report Card (VRC) Season-to-Date, VRC Week-to-Date, and VRC Year-to-Date reports. These reports have been selected in collaboration with TSA, and were developed for your use in sales, marketing, planning, production and design.

What advantages will Edifice reports offer over the reports I received from my merchant?

- Timely and consistent delivery each week to all of your designated users
- Store and UPC level visibility
- Decision-ready formats that will enable you to identify PO opportunities, optimize assortments, track style performance, optimize inventory levels, etc
- Analysis tools that will allow you to filter, sort and drill-down to perform detailed analysis
- Integration of your Product and Location Masters, which will enable you customize your reports to base analysis on your hierarchies and clusters; e.g. Class, Color, Department, Product Description, Size, UPC, etc.

Will I be able to customize my reports?

Yes. Report customization is available for an additional fee. Customization options include adding or removing metrics, changing report layouts, and integrating custom Product and Location Masters.

How will my reports be delivered?

Reports are uploaded weekly to our web portal where you can easily access them and download a copy to your desktop. We store up to two years worth of your reports within the portal.

When will my reports be delivered?

Your reports will be delivered weekly on Tuesdays. Monday delivery is available for an increase in fees of 15%. Wednesday delivery is available for a decrease in fees of 10%.

Who will receive my reports?

Reports will be delivered to your merchant(s) at TSA and an unlimited number of users within your organization. Simply designate an administrator for your web account who has the ability to add new users and set permission levels for access to reports.

Will training be available?

Yes. We provide one (1) free web-based training session using your actual data. In addition, we offer a variety of free web-based training sessions, on-demand videos, and training manuals through the portal. We have a training session suitable for each of your users. We teach you the basics of MS Excel to the most advanced features that will help you maximize the value of the POS Analysis process. Onsite training with our training specialist is also available for a fee and can be scheduled at your office.

What types of fees are involved?

You will be responsible for a one-time setup fee and ongoing monthly fees.

What does the monthly fee include?

The monthly fee covers data acquisition, mapping, normalization, validation, warehousing, master file processing and maintenance, report generation, report distribution, and customer service.

What does the set-up fee include?

The setup fee covers your initial report training with our training specialist, getting you assigned a Business Analyst who will serve as your point person at Edifice, getting you setup on the web portal and establishing any data transmission.

How are fees determined?

Fees are based on volume. The size of your trading relationship with TSA determines the level of resources that we must employ to provide you with the reports you have selected. The more resources required to service your company, the greater the fees. Many factors are taken into consideration including: UPCs, sales, store locations, history, selected reports, delivery day and method attributes and metrics, etc.

Will my fees be adjusted when my volume with The Sports Authority changes?

The size of your relationship with TSA will be reviewed on the anniversary date of your signed Letter of Understanding (LOU) and fees will be adjusted accordingly.

When will fees be due and what are my payment options?

The one-time set-up fee is due upon signing your Letter of Understanding (LOU). Monthly fees are invoiced on the first day of each month for services rendered that month. Edifice offers invoicing via email or 1st class mail. Payments can be made by electronic transfer, credit card or check. Payment terms are Net 30.

What are the cancellation terms?

Cancellation terms are 90 days from receipt of your written termination notice.

How do I sign up?

Contact Edifice at (973) 616-2929 to request a Letter of Understanding (LOU).

Can I see a demo of the reports before signing up?

Yes. Contact Edifice at (973) 616-2929 to request a demo.

Who in my company should be involved in setup?

Setup is simple and non-technical. We recommend that you designate a person who is familiar with everyone in your company who will be using the reports and who has an understanding of your company's analysis needs. It is not necessary for this person to be a part of your IT staff. This person will work with your Edifice Business Intelligence Analyst during setup and will be the main point of contact on a continuing basis.

Will I need to purchase any hardware or software?

No. There is no hardware to install, no software to buy and no code to write. We are responsible for all data processing, report generation and report distribution.

When will I receive my first reports?

Your first reports will be delivered within two weeks of us receiving your signed Letter of Understanding (LOU).

Who should I contact if I have questions about my reports?

Your Business Intelligence Analyst can answer any questions you may have about your reports.