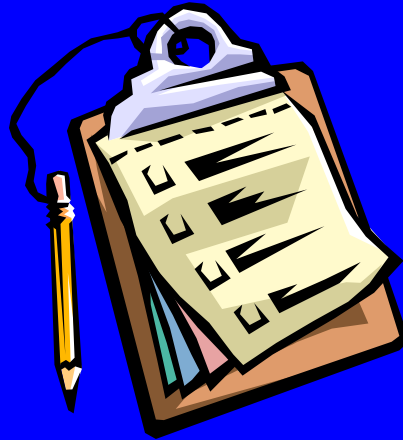


Wegmans Implementation Checklist



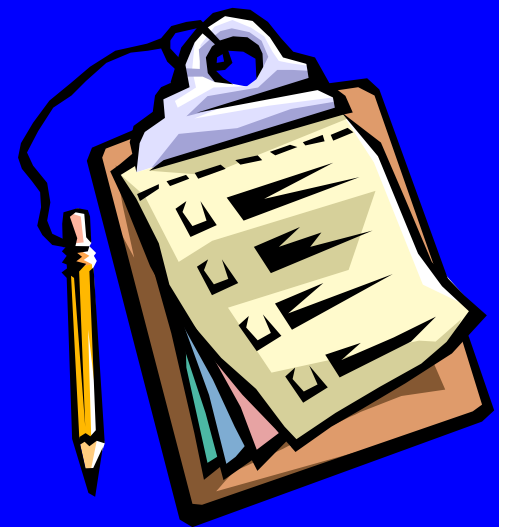
Rebecca Hicks

UCCnet Implementation Coordinator

Wegmans Food Markets

Presentation Overview

- Purpose of Checklist
- Checklist Discussion
- Next Steps

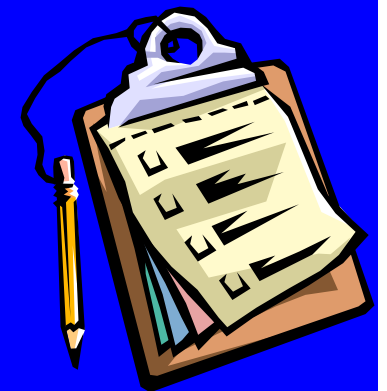


Purpose of the Checklist

- To provide a project framework to industry from manufacturers and retailers with data sync experience
- Clarify Wegmans expectations
- Stimulate conversation and questions

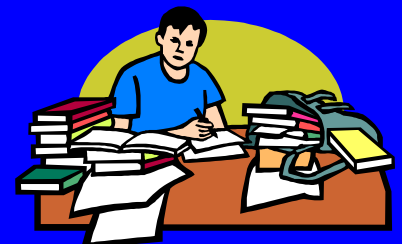
Checklist Overview

- Step 1. Understand Data Synchronization
- Step 2. Understand Benefits
- Step 3. Get Executive Support
- Step 4. Sign UCCnet TPSA
- Step 5. Prepare Organization For Implementation
- Step 6. Project Kick-Off
- Step 7. Implementation Start-Up
- Step 8. Register and Publish Items
- Step 9. Next Steps



Step 1: Understand Data Synchronization

- Do research on data synchronization
 - Industry Events
 - UCCnet Webinars
 - Talk to suppliers in production
 - Talk to retailers in production
 - UCCnet Website
 - GMA Website
 - Talk to the experts in your own organization
- Understand topic in the context of your organization



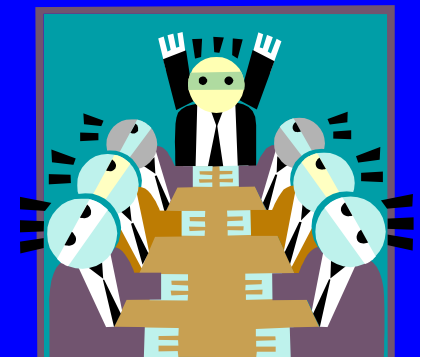
Step 2: Understand Benefits

- Read ATKearney Study
- Talk to industry experts and partners
- Attend UCCnet Webinars (1&2)
- Understand and communicate benefits to key company leaders



Step 3: Get Executive Support

- Identify Executive Sponsors
- Facilitate go/no go decision
- Assign cross-functional team



Step 4: Sign UCCnet TPSA (Trading Partner Service Agreement)

- Join a community of 1650+ !
- Get access to training materials
- Learn about developments in the global community
- Participate and influence the future



Step 5: Prepare Organization For Implementation

- Get a baseline education on the following:
 - UCCnet
 - Standards
 - Solution Providers
 - GTI N/GLN
 - Attributes
 - Hierarchy
- Attend GMA Immersion Meeting
- Attend UCCnet Webinars 3, 4, 5



Step 5: Prepare Organization For Implementation (cont.)

- Ask questions to determine project scope, resource and technology needs:
 - How many items, how many GTIN's?
 - How many retail partners?
 - How many different databases?
 - Item data centralized or distributed?
 - Attribute values dynamic or static?
 - Solution hosted or behind firewall?
 - How many people change items?
 - Table to table sync or web entry?



Step 6: Project Kick-Off

- Assign implementation resources
- Communicate goals and objectives



Step 7: Implementation Start-Up



- Choose retailer you will start with
 - Clearly outline roles and expectations
- Determine what you will publish
 - Single category, entire catalog, other subset?
- Understand what attributes you will need to map
- Determine implementation timelines
- Select and engage technology partner
- Assess existing item data versus standards and prepare gap analysis
- Understand accuracy of item data

Step 7: Implementation Start-Up (cont.)



Cleanse
All
Data!!!

Step 7: Implementation Start-Up (cont.)



- Jointly create action plan with retailer:
 - Who is primary contact?
 - How will feedback be given?
 - What environment (Test or Production)?
 - Who is your Alliance Partner?
 - Communicate publish dates and quantity of data.

Step 8: Register and Publish Your Data

- Understand Wegmans Requirements:
 - Begin the synchronization process by 3/31/2004
 - Only publish items Wegmans carries
 - If you have more than 100 items, only publish 10-20% of catalog to start
 - Additional attribute required
 - Coupon Family Code
 - Finish synchronization process by 1/1/2005



Step 9: Next Steps



- Complete item synchronization for all items with Wegmans
- Determine new item process
- **STAY IN SYNC!**
 - Continuous and on-going item data maintenance
- Determine and implement business process change to make processes permanent in your organization

Contact Information

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Questions?