



SEASONS

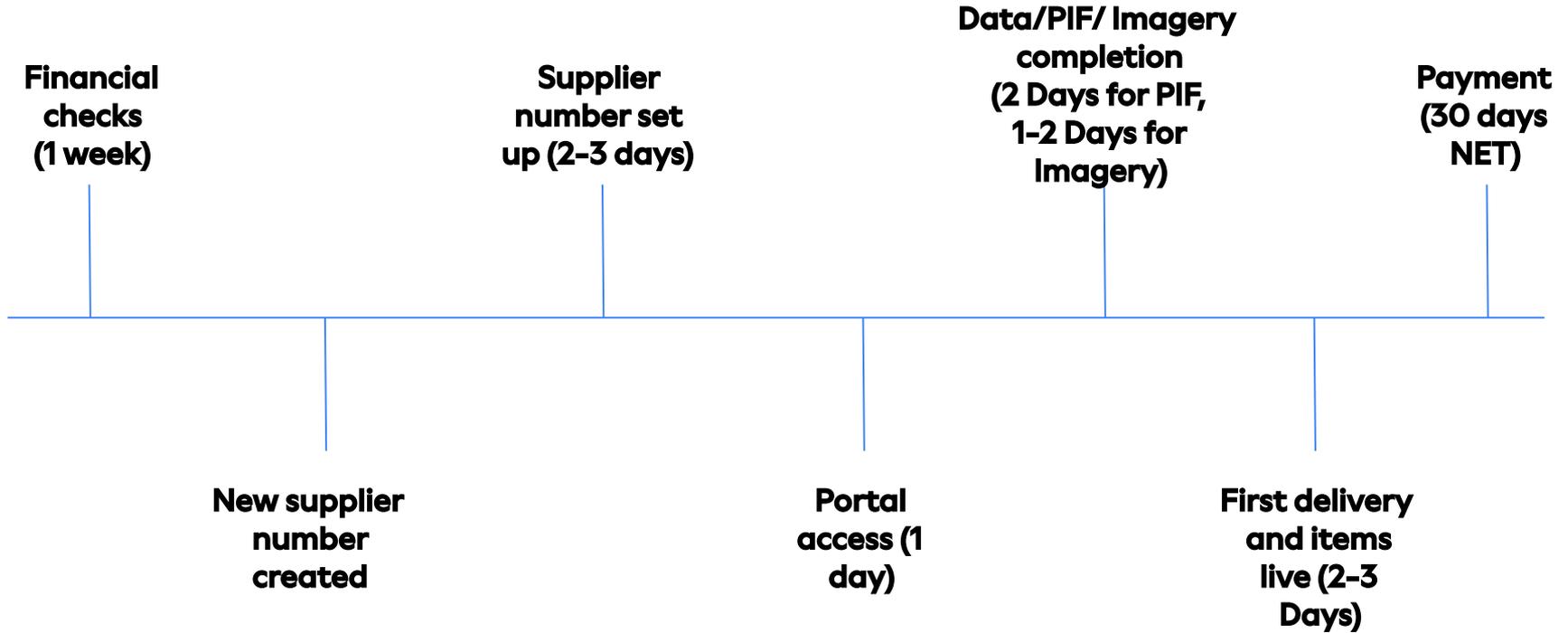
WAYS OF WORKING

Welcome to Seasons

We look forward to working with you. This presentation will cover...

1. Update on progress of onboarding
2. Data
3. Imagery
4. Logistics
5. Finance
6. Reporting
7. Brands Help Site

Onboarding status



Product Data

The importance of accurate Product Data to maximise the 'findability' of your products

SEASONS



Google Ranking

55% of our Customers are coming to our website from Google. How our products are described on our website contributes to how high they appear in Google search results



Product Titles & Categories (Product Type)

Our Customers shop Gender first then Category, followed by Brand. It's really important that you accurately complete the PIF so that your products show under the correct attributes on our website



Colour

The majority of Customers search for generic colour e.g. black, white, green, red. If your products have a more detailed colour e.g. Khaki always follow with a standard colour as well e.g. Khaki Green, Teal Blue, etc



Opportunities (Product Page)

3D Grouping

Colour linking - linking colour options for the same items together
Fit grouping - linking fits such as regular & slim shirts together
Tabbing - linking items in a collection together e.g. Bikini top/bottoms (not upselling)

Product Page Opportunities

NEXT Search product or brand My Account Checkout

Women Men Boys Girls Home **School** Autumn Shop Baby Brands Beauty Gifts & Flowers Sports Clearance

Bikini Bottoms | Bikini Tops

Pour Moi Paradiso Bikini Bottoms £22 K43-269

★★★★★

Colour: **Black**

Size: **8** 10 12 14 16

ADD TO BAG

Get it tomorrow if you order within 1 hrs 2 mins 14 secs
*Subject to stock, courier availability and area stock locations. [Exceptions and T&Cs apply](#).

Get set to soak up the sun with our Paradiso Bikini Brief. This gorgeous, flattering shape will help sculpt your curves to give you a gorgeous silhouette. This brief matches perfectly with the Paradiso Tops in this range.
Hand wash only.
80% Nylon, 20% Elastane.

[Show Less](#)

You May Also Like

- Pour Moi black Padded Paradiso...** £34
- Pour Moi black Triangle Paradiso...** £34
- Pour Moi black Brief St Lucia Bikin...** £22
- Pour Moi green Fold Over Portafin...** £22
- Pour Moi brown India Recycled Tie...** £22

ACTION

Camera roll - 1 images to 4+ **increased conversion** by +1.6%

Co-ord tabbing **+5.75% conversion rate**. Can be done at any point (even if item is live)

ACTION

Colour grouping. **(25% of Customers change colour using colour dropdown)** This can be done at PIF processing stage. If you have a unique identifier in the manu code for colour, this is what will be used.

ACTION

Tone of Voice - **1.5% to 7% conversion increase** for products with ToV vs none

Intelligent Recommendations **20% of Brands Sales**

Product Information Form (PIF)

Product Description (description on your website)
e.g. Cut Out Midi Dress

The product title is made up using the following fields in the PIF:

Brand + Manufacturers Colour Name + Product description

Please include any features/style/fit detail within the product description field e.g. "Ditsy print midi". Do NOT include Brand or Colour in the product description as it gets picked up from the other fields in the PIF

Master PIF Template Concession - V3.0 With Enrichment

File Edit View Insert Format Data Tools Extensions Help

100% Verdana 10

Mandatory columns

Supplier Code	Brand (dropdown)	Manufacturers Style No - Max 25 chars	Product Description - Max 60 chars	Manufacturers Colour Name (dropdown)	RRP	Size (dropdown)	EAN	Estimated Delivery Date	No. of Items in Set	Gender (dropdown)	Standard Colour (dropdown)	Hanging or Boxed (dropdown)	Product Type (dropdown)	Country of Origin (dropdown)

Specific colour e.g.
Khaki Green, Teal
Blue, Coral Pink, etc

Please ensure all size guides are sent to your Product Team ahead of PIF submission to allow us to upload to the template. Only select fields in the drop down, do not over type

Generic colour
e.g Green, Blue,
Red, Black, etc

Used in Filters

Imagery - Seasons Only

ACTION

Image Requirements

- 3x4 Ratio
- Minimum 1800x2400px
- Preferred 2250:3000 px
- 300 DPI
- JPG Images
- Minimum of 4 images per style
- At least one Front Model Shot for womens/mens clothing
- Right shoe or pair of shoes pointing towards right
- Please supply imagery without a logo

Timing

Please send images at least two weeks before stock delivery

Logo

Please share a logo (PNG Format) with a transparent background

Supplying Imagery

- Please send the images to your buying team contact here at Next

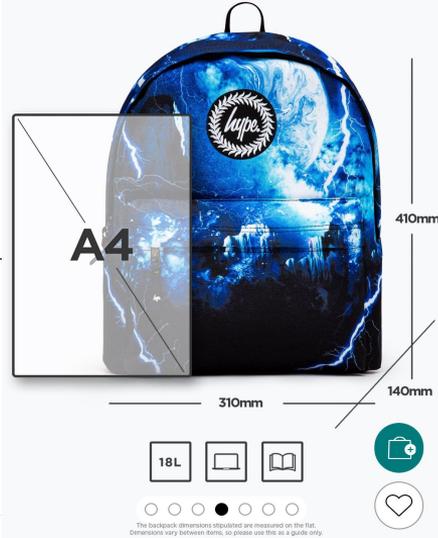
Product Page Opportunities

Model Image - 4.5% **conversion increase** for items having model image vs none

Camera roll - 1 images to 4+ **increased conversion** by +1.6%



Bag measurements - Adding either via an image or within TOV is seen to **increase conversion** by 4%



Description & Sizing Info

Made from a very soft touch stretch lace, Reflect is all about elegance and comfort. The underwire side support bra features a three-piece cup with side support for great uplift and forward projection.

- Wide-wired for additional comfort and support.
- Lace back wing with power-net inner for anchorage and support.
- Powerful stretch lace top cup with increased elastane content to offer better support and shape.
- Tow back with angled rings to give centre pull-through straps and to prevent strap slippage.
- Fully adjustable soft peach skin shoulder straps.
- Modern silver ring apex detail and silver charm at the centre front.

Hand wash only.

56% Nylon, 31% Polyester, 13% Elastane.

Tone of Voice - **1.5% to 7% conversion increase** for products with ToV vs none

FastTrack Booking portal

Step 1: Select your Supplier

Step 2: Select delivery type (i.e Cartons, Pallets.)

Step 3: State quantity

Step 4: Submit

New Booking

Supplier Type Quantity

Booking Dates

September 2023

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
27	28	29	30	31	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
1	2	3	4	5	6	7

Step 5: Select booking date and time

Booking Success

Your Booking was successful

Booking Reference: X003796726

Supplier: BRANDED BOOKINGS (Z10000)

Delivery address: NEXT Distribution Ltd, Elmsall Way Warehouse, Elmsall Way, Dale Lane Industrial Estate, South Elmsall, Pontefract, WF9 2XT

Receipt at: X32

Booking Quantity: 50 Cartons

Delivery Type: Cartons

Delivery Date: 24/10/2023

Start Time: 18:20

End Time: 18:39

[Back To Homepage](#) [Edit PreAdvice Note](#) [Download Booking Details \(PDF\)](#)

Pre-advice (To be uploaded a minimum of 3 working days ahead of delivery)

	A	B	C	D	E	F
1	Supplier	Booking Reference	EAN	Quantity		
2	A44070	X001879575	123456789012	22		
3	A44070	X001879575	123456789013	9		
4	A44070	X001879575	123456789014	11		
5	A44070	X001879575	123456789015	4		
6	A44070	X001879575	123456789016	27		
7	EOF					
8						
9						
10						
11						

Key Logistics Contacts: Diana_szogi@next.co.uk | Jesselyn_handokolumarso@next.co.uk

Delivery presentation requirements

- BDCM Cartons
- Palletised /shrink wrapped
- EAN/UPC per swing tag
- Minimal carton sku mixing
- Refurb Box end label
- Individually Polybagged
- 15kg maximum weight

<https://brandsatnext.zendesk.com/hc/en-gb/articles/20942297064337-Delivery-Standards-Refurb>

PROGRAMMED REFURB SEASONS WHOLESALE BRANDS	
BOXED (CARTONS) / HANGING / BOXED TO HANGING (please circle)	
ADDRESS: Post Room Next Distribution Elmsall Gateway Dale Lane Industrial Estate South Elmsall Pontefract West Yorkshire WF9 2XS	
SUPPLIER NAME:	SIZE / MIXED:
BOOKING REFERENCE:	BOX NUMBER:
CONTRACT / PO NUMBER:	QTY IN CARTON:

Delivery Confirmation Report (Sent 2-3 days after stock is processed)

Delivery Confirmation									
Supplier ID									
Supplier Name									
Booking Reference									
Delivery Date	17/03/2020								
Delivery Time	16:00								
Total Quantity Booked	228								
Total Quantity Received	228								
Next Reference	Method of Supply	Delivery No	Next Item	Next Option	EAN	Pre-Advised Quantity	Received Quantity*	Comments	
2 WAB611242	W	03	522216	18	4059322448966	0	0		
3 WAB611242	W	03	522216	20	4059322448935	0	0		
4 WAB611242	W	03	522216	52	4059322448928	28	28		
5 WAB611242	W	03	522216	54	4059322449079	75	75		
6 WAB611242	W	03	522216	56	4059322449048	63	63		
7 WAB611242	W	03	522216	28	4059322448942	56	56		
8 WBB469216	W	03	677330	10	4062051292038	0	0		
9 WBB469216	W	03	677330	14	4062051295527	00	0		
10 WBB469216	W	03	677330	16	4062051292021	0	0		
11 WBB469216	W	03	677330	18	4062051295473	0	0		
12 WBB469216	W	03	677330	20	4062051292052	0	0		
13 WBB469216	W	03	677330	22	4062051292076	0	0		
14 WBB469216	W	03	677330	54	4062051295466	0	0		
15 WBB469216	W	03	677330	26	4062051292069	0	0		
16 WBB469216	W	03	677330	28	4062051292045	0	0		
17 WBB469216	W	03	677330	30	4062051295480	0	0		
18 WBB469216	W	03	677330	34	4062051295497	0	0		
19 WBB469216	W	03	677330	36	4062051295459	6	6		

*Received quantity is the quantity of units received that are fit for sale and that is added to the Next wan

- Details, pre-advised quantity vs received quantity by booking reference and EAN

Post Room Delivery Via Courier

Any deliveries that are 20 cartons or less can be delivered loose loaded (not on a pallet) and will be directed to a dedicated area who will receive your stock (post room).

This accepts deliveries anytime on the day of booking (between 9am - 5pm).

Self Bill Invoices

NEXT

Supplier Name: [REDACTED]
 Invoice Date & Tax Point Date: 03/08/2023
 Week 31
 CURRENCY: US\$

Line Description	Net	VAT	Gross
SALES WEEK 20/08/23-01/09/23	21,455.43	3,937.49	24,392.92
NEXT COMMISSION 13.5%	(2,761.71)	(531.52)	(3,293.23)
SALES WEEK 26/08/23-01/09/23	258,078.73	50,455.14	308,533.87
NEXT COMMISSION 1.8%	(46,454.08)	(9,081.91)	(55,535.99)
TOTAL PAYABLE	229,338.37	44,779.10	274,097.47
Equivalent GBP VAT value		55,451.75	

This is a SELF BILLED INVOICE.
 The VAT shown is your output tax which you should pay to HM Revenue and Customs

Next Retail Limited, Desford Road, Enderby, Leicester LE19 4AT
 Next VAT Reg GB179765896

- You will receive a weekly self bill detailing your sales
- A PDF front page will be sent to you and this will contain an excel document with a backing of sales
- Data will include the following
 - Sales data by country
 - Sales by Date
 - VAT breakdowns
 - Total sales at item number and EAN level

NEXT



Vendor ID: [REDACTED] Supplier Number: [REDACTED]
 Model Type: Concession
 Invoice No.: [REDACTED] Invoice Date & Tax Point Date: 14/08/2022
 Currency: GBP Week No: 28

Line Description	Net €	VAT €	Gross €
AE - SALES WEEK 06/08/22 - 12/08/22	424.50	36.43	460.93
AM - SALES WEEK 06/08/22 - 12/08/22	41.17	8.23	49.40
AT - SALES WEEK 06/08/22 - 12/08/22	332.58	64.24	396.82
AU - SALES WEEK 06/08/22 - 12/08/22	2,117.46	365.93	2,483.39
BE - SALES WEEK 06/08/22 - 12/08/22	257.79	39.69	297.48
BH - SALES WEEK 06/08/22 - 12/08/22	217.45	32.81	250.26
CA - SALES WEEK 06/08/22 - 12/08/22	106.24	4.37	110.61
CH - SALES WEEK 06/08/22 - 12/08/22	220.04	32.90	252.94
CY - SALES WEEK 06/08/22 - 12/08/22	44.53	8.91	53.44
CZ - SALES WEEK 06/08/22 - 12/08/22	175.98	35.20	211.18
DE - SALES WEEK 06/08/22 - 12/08/22	1,444.24	81.57	1,525.81
DK - SALES WEEK 06/08/22 - 12/08/22	24.97	3.75	28.72
EE - SALES WEEK 06/08/22 - 12/08/22	37.73	0.00	37.73
FR - SALES WEEK 06/08/22 - 12/08/22	215.80	43.44	259.24
GB - SALES WEEK 06/08/22 - 12/08/22	105,100.02	19,041.50	124,141.52

Refurb payment

Invoice no

EAN no

Finance week

NEXT

Next Retail Limited

Invoice

Invoice No: AR_MISC_INV 1039647
Invoice Date: 18 Apr 2023
Due Date: 18 May 2023
Account No: 1BR00002

Invoice date

Description	Net Value	VAT Rate %
Wk: 15, EAN: 196156280837, Contract: 2L3042214, Item No: A47158 N GRN SPORTSWEAR SPO, Qty: 12, Cost: 0.30	3.60	0.00
Wk: 15, EAN: 196156280912, Contract: 2L3042214, Item No: A47158 N GRN SPORTSWEAR SPO, Qty: 6, Cost: 0.30	1.80	0.00
Wk: 15, EAN: 196156280752, Contract: 2L3042214, Item No: A47158 N GRN SPORTSWEAR SPO, Qty: 12, Cost: 0.30	3.60	0.00
Wk: 15, EAN: 196156280875, Contract: 2L3042214, Item No: A47158 N GRN SPORTSWEAR SPO, Qty: 12, Cost: 0.30	3.60	0.00

Price per unit

Item No

PO no

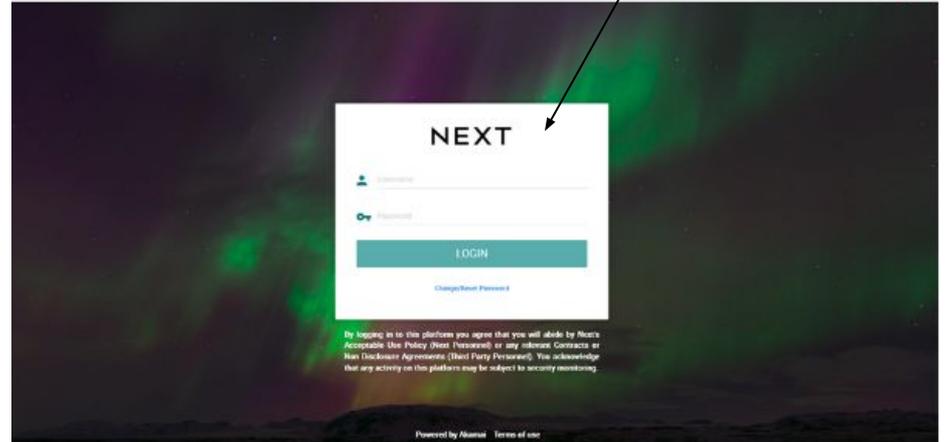
SEASONS

Supplier Finance portal

Provides you with:

- Unpaid invoices
- Debit notes
- Recent payments
- Remittances
- Bank account details and amendments
- Contacts
- Invoices up to 18 months old

Your online banking with Next



Reporting

Globalscape
Same login for everybody

Log in



Username:

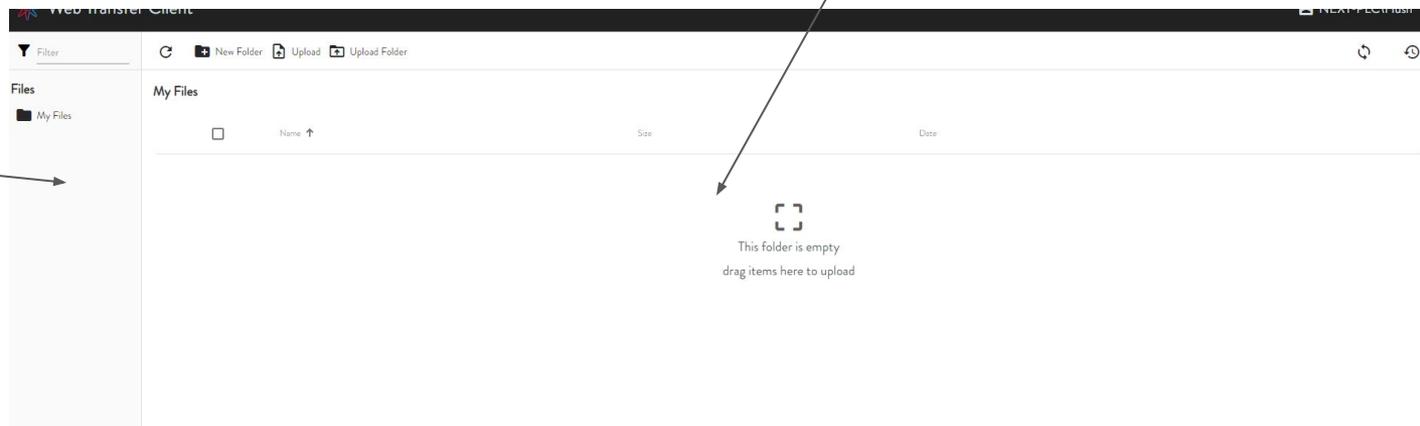
Password:

[Forgot Username](#)

Log in

1. Daily sales report
2. Weekly sales report
3. Weekly stock report

28 day clean up rule



SEASONS

Reporting

1. Daily Sales Report

- Transaction level report detailing each individual sale and return taken on products
- Contains EAN and manufacturer codes

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	
1	Source	SupplierC	BIS_Ref	Item	Optic	ProductSt	OptionDe	ItemDesci	Subgroup	SubgroupI	SubgroupJ	PolledDate	TransDate	CountryC	SaleUnits	SaleValue	ReturnUn	ReturnVal	FullPriceI	SalesSour	ModelTyp	VATRate	VAT	VATExclus	Commissi	Commission
2	ONL	A11111	1.81E+12	10000118	f		18	GRN LACE	GE15	Generic	NULL	05/08/2018	05/08/2018	GB	1	70	0	0	MD	Online	Concessio	20	11.67	58.33	39	22.75
3	ONL	A11111	1.81E+12	10000212	Pink		6	PINK DR	GE15	Generic	5E+12	05/08/2018	04/08/2018	GB	1	25	0	0	MD	Online	Concessio	20	4.17	20.83	39	8.12
4	ONL	A11111	1.81E+12	10021318	Lace Dress		18	PINK MET.	GE15	Generic	NULL	05/08/2018	03/08/2018	GB	1	24	0	0	MD	Online	Concessio	20	4	20	39	7.8
5	RET	A11111	1.81E+12	10000401	171 ONE			FASINATC	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	1	60	0	0	MD	HUNTING	Concessio	20	10	50	40	20
6	ONL	A11111	1.81E+12	10000514	141 MULTI		10	MULTI STR	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	1	33	0	0	MD	Online	Concessio	20	5.5	27.5	39	10.73
7	ONL	A11111	1.81E+12	10000613	987420		8	BLU MAXI	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	0	0	-1	-28	MD	Online	Concessio	20	-4.67	-23.33	39	-9.1
8	ONL	A11111	1.81E+12	10000616	987420		14	BLU MAXI	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	1	35	0	0	MD	Online	Concessio	20	5.83	29.17	39	11.37
9	ONL	A11111	1.81E+12	10000714	101 JACQU		10	BLK DRESS	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	0	0	-1	-160	MD	Online	Concessio	20	-26.67	-133.33	39	-52
10	ONL	A11111	1.81E+12	10000715	101 JACQU		12	BLK DRESS	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	0	0	-1	-160	MD	Online	Concessio	20	-26.67	-133.33	39	-52
11	ONL	A11111	1.81E+12	10000715	101 JACQU		12	BLK DRESS	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	0	0	-1	-60	MD	Online	Concessio	20	-10	-50	39	-19.5
12	ONL	A11111	1.81E+12	10021816	101 OMBR		14	METAL SQ	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	1	45	0	0	MD	Online	Concessio	20	7.5	37.5	39	14.63
13	ONL	A11111	1.81E+12	10021914	101 Pink		10	BLUSH PL	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	1	14	0	0	MD	Online	Concessio	20	2.33	11.67	39	4.55
14	ONL	A11111	1.81E+12	10021914	101 Pink		10	BLUSH PL	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	1	28	0	0	MD	Online	Concessio	20	4.67	23.33	39	9.1
15	ONL	A11111	1.81E+12	10021917	101 Pink		16	BLUSH PL	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	1	20	0	0	MD	Online	Concessio	20	3.33	16.67	39	6.5
16	ONL	A11111	1.81E+12	10021015	15165		12	PINK JUMI	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	1	10	0	0	MD	Online	Concessio	20	1.67	8.33	39	3.25
17	ONL	A11111	1.81E+12	10021016	15165		14	PINK JUMI	GE15	Generic	5E+12	05/08/2018	05/08/2018	DE	1	63.15	0	0	MD	Online	Concessio	23	11.81	51.34	39	20.02
18	ONL	A11111	1.81E+12	10021016	15165		14	PINK JUMI	GE15	Generic	5E+12	05/08/2018	05/08/2018	GB	1	16	0	0	MD	Online	Concessio	20	2.67	13.33	39	5.2

Reporting

2. Weekly Sales Report

a. Tab 1 – Showing weekly sales by brand, gender and product type. Will show data for last week alongside cumulative position each season

	C	E	G	J	K	M	P	Q	S	V	X	Y	Z	AD	AI	AH	AI	AL	AN
2	Brand Name - Summary																		
4	Week Commencing Sat 18 Jan 2020																		
7	Brand Total	Full Price	LW	LW	LW	LW	Despatches	LW	LW Return	LW Returns	LW Returns	Returns							
8	Brand Name	Markdown	10,124	£205,399.21	8,135	£152,444.19	34.74 %	-9,701	-£203,662.60	-5187	-£101,265.71	101.12 %							
9	Brand Name	All Sales	16,260	£467,985.28	13,611	£358,804.25	30.43 %	-12,177	-£328,236.22	-7210	-£196,103.04	67.38 %							
10	Brand Name	Full Price	6,136	£262,586.07	5,476	£206,360.06	27.25 %	-2,476	-£124,573.62	-2023	-£94,837.33	31.36 %							
12	Brand Name	LW Despatches TY	LW Despatches Value TY	LW Despatches LY	LW Despatches Value LY	Despatches Var%	LW Returns TY	LW Return Value TY	LW Returns LY	LW Returns Value LY	Returns Var%								
13	Brand Name		16,260	£467,985.28	13,611	£358,804.25	30.43 %	-12,177	-£328,236.22	-7210	-£196,103.04	67.38 %							
15	Gender Description	LW Despatches TY	LW Despatches Value TY	LW Despatches LY	LW Despatches Value LY	Despatches Var%	LW Returns TY	LW Return Value TY	LW Returns LY	LW Returns Value LY	Returns Var%								
16	Female	11,901	£392,435.76	8,302	£275,993.81	42.19 %	-9,326	-£283,788.38	-4744	-£153,752.48	84.57 %								
17	Older Girls	644	£10,249.20	810	£10,117.73	1.30 %	-472	-£6,931.17	-74	-£1,110.21	524.31 %								
18	Male	1,445	£39,101.26	1,813	£42,403.43	-7.79 %	-1,067	-£25,489.14	-1043	-£25,953.28	-1.79 %								
19	Boy	841	£8,524.71	1,481	£18,031.69	-52.72 %	-552	-£4,896.65	-654	-£7,914.58	-38.13 %								
20	Girl	1,429	£17,674.35	1,205	£12,257.59	44.19 %	-760	-£7,130.88	-695	-£7,372.49	-3.28 %								
21																			
23	Product Type	LW Despatches TY	LW Despatches Value TY	LW Despatches LY	LW Despatches Value LY	Despatches Var%	LW Returns TY	LW Return Value TY	LW Returns LY	LW Returns Value LY	Returns Var%								
24	Dresses	2,193	£65,504.97	1,709	£49,823.04	31.48 %	-1,915	-£52,538.37	-942	-£27,558.55	90.64 %								
25	Jumpers	1,228	£37,396.96	1,193	£31,255.66	19.65 %	-849	-£23,021.33	-736	-£18,101.32	27.18 %								
26																			
28	Gender Description	Product Type	LW Despatches TY	LW Despatches Value TY	LW Despatches LY	LW Despatches Value LY	Despatches Var%	LW Returns TY	LW Return Value TY	LW Returns LY	LW Returns Value LY	Returns Var%							
29	Female	Dresses	1,957	£61,621.97	1,421	£46,323.59	33.03 %	-1,794	-£50,928.32	-887	-£26,758.67	90.3%							
30	Boy	Jumpers	21	£301.85	9	£148.05	103.88 %	-14	-£167.42	-13	-£175.10	-4.3%							
31	Older Girls	Dresses	36	£466.02	179	£2,093.39	-77.74 %	-29	-£361.78	-4	-£59.24	510.7%							
32	Older Girls	Jumpers	12	£229.52	37	£680.65	-66.28 %	-6	-£84.56	-2	-£40.00	111.4%							
33	Male	Jumpers	214	£7,325.14	142	£4,246.84	72.48 %	-151	-£4,368.35	-87	-£2,663.44	64.0%							
34	Girl	Dresses	200	£3,416.98	108	£1,397.06	144.58 %	-92	-£1,248.27	-50	-£729.64	71.0%							
35																			

b. Tab 2 – Line level report showing weekly and cumulative sales at size level on all lines

c. Tab 3 – Summary showing any lines we have less than 4 weeks cover on for replenishment

