



Tradestone Costing Training-Home

9/18/2020

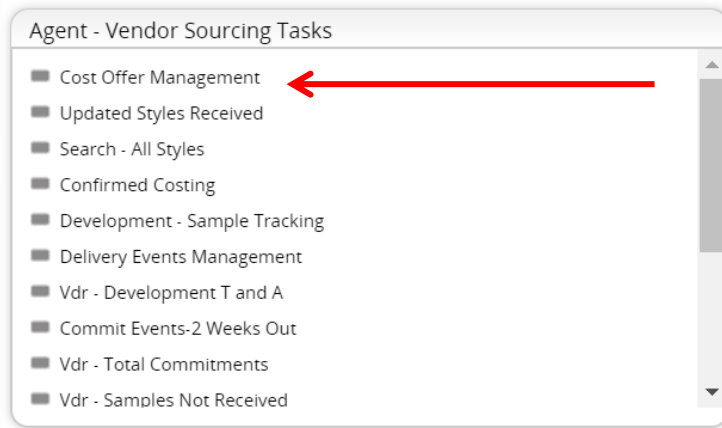
(Post Tradestone Upgrade)



New Styles Received

Use this query to find all new styles in Tradestone. Only styles that you have not sent back to Urbn will appear in this search.

On Tradestone dashboard, find below link.



Then click on the desired vendor style number.

Search View: Cost Offer Management ⓘ

Search Fields

Offer No: Like []
Brand: Like []
Season: Like []
Target FOB: Equal to []
Vendor Style No: Like []
Class: Like []
Request Date: Equal to [MM/dd/yyyy] []
Agent / Vendor: Like []
Style Description: Like []
Sub Brand: Like []
Offer Description: Like []
Agent: Like []

Clear Fields Search Show All

Search List

Export to Excel(XLSX) | Export PDF | Save My View | Save Search | Saved Searches |

Drag a column header and drop it here to group by that column. Rows from only this page are grouped

1 - 100 of 309 Items Goto Page 1 of 4 100 Records Per Page

Offer No	Vendor Style No	Style Description	Brand	Class	Sub Brand	Season	Request Date	Offer Description
1111519	Style No Here			4110	BLOUSES - ANTHRO.	FALL 2020	03/05/2020	3/13 500 U ORG CTTN



What are “offers” in Tradestone?

- Offers are quotes.
- Submitting an Offer replaces submitting quote sheets.
- There can be multiple Offers for one style. New Offers are created when product variation impacts cost. For example:
 - two different sizes - twin and queen
 - one style in different materials like glass and resin
 - print type is different
 - Retail vs. Direct
- If an offer is created, it doesn't mean it should be sampled. Please read the tech pack and offer line for sample instructions.



How to enter costs in Tradestone

- In the Style (Request for Quote) record, it will bring you to the Overview Tab. Click the Details tab to see the Offers
- In Details, click Offer No. you would like to enter costing for.

Request For Quote:

Overview **Details** Attachments Events Multi HTS

▼ Style Offer View

Submit Offer Copy Offer Summary Bulk Print Detail Bulk Print

Fill Up Fill Down Fill Selected

<input type="checkbox"/>	Offer No ▼	Offer Type ▼	Offer Description ▼	Status ▼
<input type="checkbox"/>	1111519	INITIAL		SENT



How to enter costs in Tradestone

- Offer Overview is where you will enter Offer level information
- Click Bill of Materials Tab to enter Cost Breakdown

Offer Response:

Overview Bill Of Material Change Tracking

▼ Offer Response Overview

Copy Offer Submit Offer Cost Breakdown Costing Storyboard

Style Information

Vendor Style No Offer Type INITIAL Special Situation --Select--

Style Description Offer Description

Request No Offer No 1149707 Minimum Order Qty Offer Est. Units

Brand ANTHROPOLOGIE Season SPRING 2021 FOB Price ELC

Agent Retail Price 198.00 IMU%

Vendor Target FOB 42.65 Offer Est. Units

Origin Country Request Date 08/19/2020 Estimated Duty Rate Unit Weight (KG)

Modify User Modify Date 2020-08-19 10:09:25 Met Bulk Mins (Y/N) --Select-- Met Color Mins (Y/N) --Select--

Request Count 1 Status SENT

Lead Times

Dye Type --Select--

Griege/Yarn Lead Time

Color Lead Time

Fabric/Yarn Transit Lead Time

Production Lead Time

Consolidation Lead Time

Other Lead Time

Total

Place Dates

Air Order Place Date

Ocean PO Due Date

Delivery Date 03/01/2021

Ship Month FEB 2021

Master Carton Dimensions

Length UM CM

Width UM CM

Height UM CM

Pack Meas UM CBM

Units/Inner Total/Carton/Qty 1

Inner/Case Pack Container

Container Max Units

History

Enter Offer Note

How to enter costs in Tradestone: Bill of Materials

- Cost Breakdown is available in the Detail section at the bottom
- Make sure to **Save** all information on the Bill of Materials Tab before you click back to the Overview tab

Cost options include:

Raw Material – Main
Raw Material
Finishing
Mold/Detail Charge
CM/Labor
Markup/Overhead
Labels/Product Packaging
All Handling/FOB Charges
Other
Total FOB
Decal Fee
LCL Fee
Mold Fee
Testing Fee



Offer Response

Overview Notes **Bill Of Material** Costing Detail Change Tracking Cost BOM

Parent Information

Request No Offer No

Bill of Material < 1 > Go To COST BREAKDOWN - TEXTILES

Information Value Match Criteria

BOM ID Total Cost \$
COST BREAKDOWN - TE... 25.90 Product Type (H) TEXTILES Match 2

Model Name
COST BREAKDOWN - TEXTILES Match 3 Match 4 Match 5 Match 6

Detail

Type	Description	Price	Usage	UM	Total \$	Mill
FABRIC-MAIN	FLATWEAVE RUG + 4 ROWS OF TUF...	25.32	1		25.32	
CM/LABOR					0.00	
MARKUP/OVERHE					0.00	
LABELS/PRODUCT	PACKAGING	0.58	1		0.58	
ALL HANDLING/FC					0.00	
--Select--						
--Select--						
--Select--						
--Select--						
--Select--						

How to enter costs in Tradestone: Bill of Materials



Detail

Type	Description	Price	Usage	UM	Total \$	Mill
FABRIC-MAIN	FLATWEAVE RUG + 4 ROWS OF TUF...	25.32	1		25.32	
CM/LABOR					0.00	
MARKUP/OVERHE					0.00	
LABELS/PRODUCT	PACKAGING	0.58	1		0.58	
ALL HANDLING/Fc					0.00	
--Select--						
--Select--						
--Select--						
--Select--						
--Select--						

Note

Usage: typically, just enter 1 for the cost component to then factor in for the cost entered. However, you could put a decimal in to calculate based on a certain amount of the total (Example: A mold fee that would be split between two styles, you can enter the total mold fee and put usage as .5 to be 50% of the mold fee per each style)

How to Submit offer in Tradestone: Bill of Materials

Offer Response:

Overview Bill Of Material Change Tracking

▼ Offer Response Overview

Copy Offer **Submit Offer**

- Submit Offer
 - You need to make sure the following information is filled out prior to Submitting:
 - Offer Description
 - Minimum Order Qty
 - Minimum Color Qty
 - Save any changes on the screen and then Click Submit Offer

Pricing

Offer Type	INITIAL		
Offer Description	<input type="text"/>		
MinimumOrder Qty (Yds)	<input type="text"/>	MinimumColor Qty (Yds)	<input type="text"/>
Target FOB	<input type="text"/>	Estimated Units	500
Price Bucket	--Select--	Fabric Confirmed Date	<input type="text"/>
FOB Price	24.50	Freight Factor/Unit Weight	0.26
Effective DateOffer Date	<input type="text"/>		



How to copy an offer

- You will use the copy offer option if you have multiple cost options for one style number (ie: multiple cost options for fabric, color or MOQ)
- To copy an offer line, you will select the Offer line and click the 'Copy Offer' button.
 - This should be done **PRIOR** to selecting the 'SUBMIT OFFER' option on the current offer you are working on.
- Please ensure the Offer Description field is updated to align with the costing being entered (ie: "5'x8' rug", "wool blend option", "MOQ 1000 units", etc...)

Request For Quote

Overview Details Attachments Events Multi HTS

▼ Style Offer View

Submit Offer **Copy Offer** Summary Bulk Print Detail Bulk Print

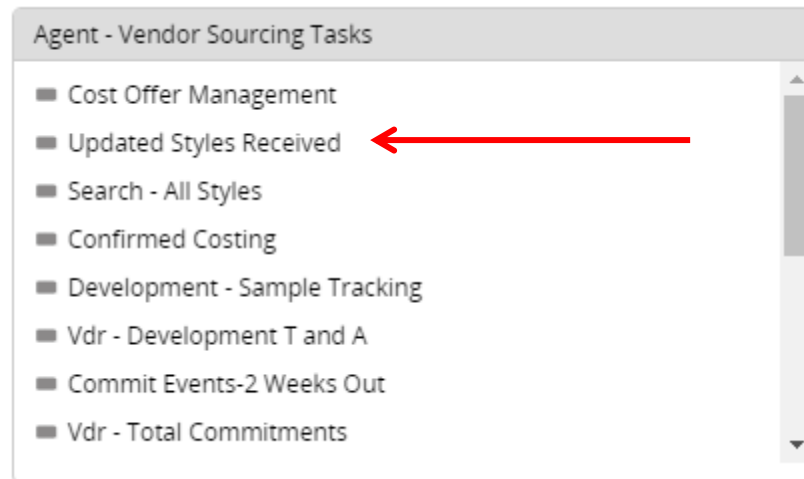
Fill Up Fill Down Fill Selected

Offer No ▼ Offer Type ▼ Offer Description ▼

<input checked="" type="checkbox"/>	<u>1149707</u>	INITIAL	
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Updating an Existing Offer



When updating costs, keep all updates on the same offer that was sent to you by the Production Coordinator.