This is the official guide to Franchise Ordering System (FOS)

This user guide describes the functionalities in the FOS. After a short description of how to access the catalogs, the chapters will go through the various possibilities in the application.

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0. Access FOS

JYSK Franchise Ordering System (FOS) is accessible on franchise.jysk.com.
The log-on is a two-step process, where you must enter your username and password.

Username and password will be provided by JYSK.

Franchise Ordering System				



1. Catalog

This picture shown below will be visible for you once you enter the system – here you can see the catalog/s which are linked to a Franchise customer. Click on the catalog, where you want to place an order.



1.1 Selection of JYSK Benchmark country within a catalog

If a Franchise customer is set with possibility to select a JYSK Benchmark country, there will be a button "Assortment" in the menu bar which is visible after you have clicked on Catalog name in above screen.

As default Assortment is set to "Full DC". This means that you will see all articles listed to this DC.

The setting of this feature is done by the Franchise Head Office (HO).



If you prefer to see the articles listed to a JYSK Benchmark country, you can click on the drop down menu and select the country.

The list of articles is only for the JYSK Benchmark country, which you can compare with. It gives a better overview, when ordering from your Benchmark country instead of a list of all articles to a full DC.



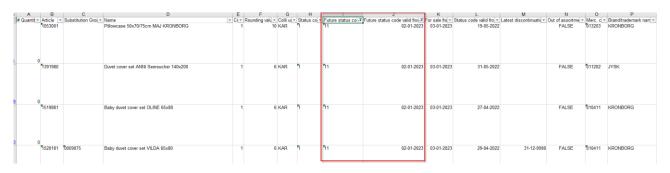


In download selection, you can see the chosen country in the dropdown menu and the selected DC. So in below example, the download will only include articles for Norway (C190 Uldum).

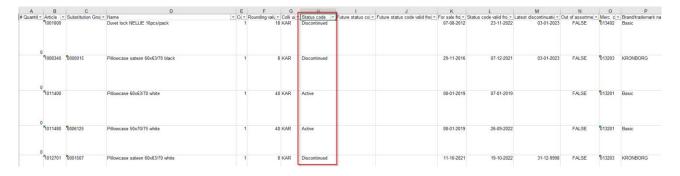


1.1.1 Download assortment of JYSK Benchmark country – Status code & Future status code

If a JYSK Benchmark county has been selected in Assortment, you will be able to see the status codes, future status codes and future status code valid from per articles for this country, when you download the assortment.

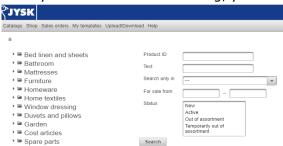


If you select Full DC, you will <u>not</u> be able to see the status codes, but just a description if it is New, Active or Discontinued. Future status code and future status code valid from will be empty. This is due to different status codes from country to country.



1.2 Using search fields once you have entered the Catalog

Once you have entered a catalog, you will see the following screen including a search box





Product ID:

Search either by entering the whole article number or part of it (at least 3 characters) using a star *. Searching for "361*" would for example return all articles starting with 361.

Text:

Search either by entering whole words separated by a space or for part of a word (at least 3 characters) using a star *. For example, searching for "Hag*" would return all articles which starts with letters Hag (for example Hage & Hagtorn).

Please note that the search is not case sensitive.

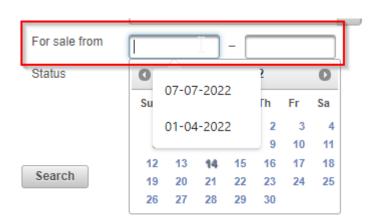
Search only in:

Here you can reduce the search term to a specific material category – choose from selection list.



For Sales From:

Here you can enter a date to see For Sales From (FSF) to check upcoming articles or seasons articles. You could add New in Status, if you prefer only to see FSF for new articles in a given period. When you choose the For Sale From field, a calendar is shown and you can select a date From and To or just one of them depending on what you prefer to see.



Status:

Finally, you are able to reduce your selection further by choosing the status of the materials you wish to search out:



Status

New
Active
Out of assortment
Temporarily out of assortment

This enables you to do a very board or narrow search in the orderable assortment. You are able to choose/select only New article (here you can also add FSF date), Active article, Out of assortment or Temporarily out of assortment. For instance, when the stock is empty, it can no longer be ordered and will be given status 'Out of assortment'.

You are able to combine all the search criteria described above. When doing so, the search will return the articles that fulfill all the criteria specified.

1.3 Product groups

Instead of using the search options as described above, you can choose to navigate through the product groups.

Each product group is a folder in the assortment hierarchy and so you can choose one of the main groups and navigate further down the hierarchy to find the relevant article group:

- ▶ Bed linen and sheets
- ▶ **a** Bathroom
- Mattresses
 - ▼ ≅ Box Mattresses ■ Box mattresses BASIC
 - Box mattresses PLUS
 - Box mattresses GOLD
 - ► Foring Mattresses
 - ► Foam Mattresses
 - ► Continental
 - ▶ **a** Adjustable
 - ► ► Accessories
 - ► Top mattresses
 - ▶ Mattresses Baby/Jun
- Furniture
- ▶ **i** Homeware
- ▶ Home textiles
- ▶ Window dressing
- ▶ Duvets and pillows
- ▶ i Garden
- ▶ Cost articles
- ▶ Spare parts

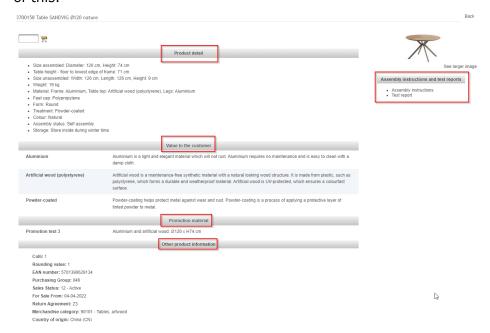
1.4 Material specifications, price and instructions

Whether you find the articles by drilling down in the article hierarchy or by using the search fields, you will get at list of articles like the one shown in the figure below. The article image provides a link to more details about the relevant article.





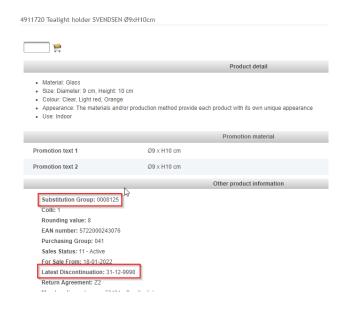
Specifications will be showed for all articles as the product below. Below "Other product information" you will also find country of origin, Franchise price and Global price. Global price is JYSK recommended sales price. Next to Product details there is assembly instruction, test reports, declaration of conformity or EU declarations for customs, if article is created with any of this.



1.4.1 Product information - Latest Discontinuation date 31-12-9998

In "Other product information", you can see latest discontinuation date (if there is any).

If latest discontinuation date is 31-12-9998 it means that this article will be replaced by the same article but with a new article number. You can also see that these articles will have a substitution group.





1.4.2 Product information - Latest Discontinuation date - out of assortment

In "Other product information", you can see latest discontinuation date (if there is any).

This is the date when article is expected to go out of assortment. Status of article will often be "Discontinued"



1.4.3 Product information - For Sale From

In "Other product information", you can see For Sales From date. If date is in future, status of article will often be "New"



1.5 Substitutions

Substitution articles are replacements of previous articles. The new substitution is created as a new article with a new article number. The article is linked together with a replacement group.

Real substitutions:

Two articles that are identical. The customer should not be able to see any difference on the products.

If you place an order on an inactive article (by upload function), it will automatically place order on the new substitutions article with a message that article *has been substituted* by a new article number. Replaced article will automatically be selected and added to the basked, if it is available:





If you place an order on an active article, where we do not have enough on stock, a message will be displayed that article **will be substituted** by a new article number. It will not create an order on the new substitution article as the current article is still active and substitution still has status New.

You will have to order this when it is available again. It will <u>not</u> be added to your basket.



2. Shop

Once you have chosen a catalog, you can browse through the assortment available in the catalog by choosing the icon "Shop"



When there is a text box and shopping cart with no message below, it means it is on stock and available, so it is ready to be purchased.



When there is a text box and a shopping cart with a message below "Orderable for pick up after xx", it means that it is out of stock at the moment, but will be ready for orderable after that date. You are able to place an order on it, but pick up date has to be <u>AFTER</u> that date.



When there is no text box or shopping cart but just a text, when it is orderable, it is often a new product where you can see the For Sale From date, when it is possible to purchase.





When there is no text box or shopping cart but just a text "Not orderable", it is often due to status code is "discontinued", so it is not possible to order this.



2.1 Basket

Please find the relevant article and add in requested quantity in the blank box. In order to add the article to the shopping basket, please click on the shopping basket or Enter. Your basked will automatically be updated.



If you click on the shopping basket in the upper right corner, you will access the basket.



2.1.1.Rounding rule

Please note: When adding to the shopping basket, the quantities are automatically rounded to full collies. Quantities are always rounded up.



Entered Qty = 2:



Rounded Qty = 6:



2.1.2 Changing the basket

When you have entered the basket, you will be able to find an overview of your basket, with possibility to correct your order qty/articles.

If you wish to continue shopping – you simply go back to the shop by clicking on the "shop" headline in the menu bar or the "Continue shopping" button.

If you wish to delete a line – you must click on the icon shown next to the shopping basket on the specific article line.



If you wish to change the requested quantity, you can do this in the basket as well by changing the quantity. When the quantity has been changed, a small green check mark will appear.



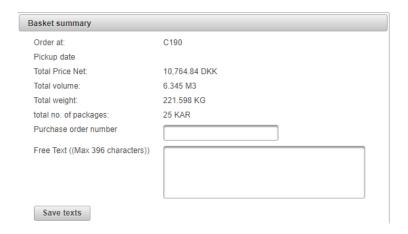
2.1.3 Basket summary

At the very top of the order page, you can see a basket summary including total price, total weight and volume. Weight and volume are added for each article as well as for total order as this enables more efficient transport planning.



If you wish to add additional text and remarks to your order - you can do this in the Purchase order number and Free text field.

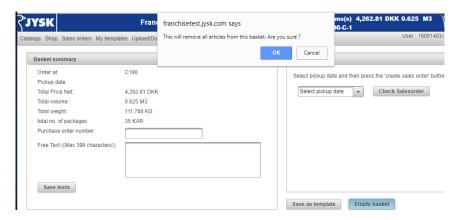




Please remember to press "Save text" - the text will not be saved if this has not been done.

2.1.4 Empty basket

Finally, you have the option to "Empty basket" on the basket page. When you click the "Empty basket", you will receive a warning first (pop up message - see below), which you will have to confirm. Once that is done, everything currently in your basket has been deleted.



Press "OK" and your basket will be emptied.

2.1.5 Exit & logging out

Please note that you can exit the system or log out and your basket will maintain until your next entrance. This way, you will have the opportunity to start your order and finalize it the following day/days.

We recommend finishing your shopping basket the same day as you start to add articles in the shopping basket. Otherwise, there is a risk that some articles are no longer available.

2.2 Sending an order

Once you have finalized your order/shopping you go to the shopping basket.

Here you have three options:

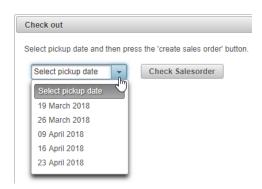
- 1. Check the sales order (mandatory)
- 2. Save as template



3. Empty basket



If your order is ready, please select a pickup date from the drop-down menu. You can select a pickup date 3 month in advance.



The warehouse will have the order ready for pickup on the selected date.

NB: orders have a frozen period on 7 days.

Example: if your pick-up day is every Monday, you will need to place your order for Monday week 5 at the latest Sunday week 3.

2.2.1 Check sales order - messages appear if article not available

When you have chosen a pick-up date, please click "Check sales order"



The order will now be checked in regards to prices, availability and weight/volume calculation. This might take a few minutes depending on the order size.



• Full quantity not available



Some articles might not be available at the chosen pick-up date, and then messages will appear:



In the above image, you can see that you have requested 12 pcs but only 4 is available for ordering at the selected pick-up date and next available ordering date in May 30^{th} .

When you click "Reduce quantities and recheck order", you will only get 4 pcs. confirmed. *Please note that the rest will be removed from your sales order.*

To get the rest confirmed, if needed, you should enter a new order at "next delivery date". If you wish to have full amount confirmed, you will need to change pick up date to "Next delivery date"

Next delivery date is when next purchase order is confirmed or depending on the lead time for this article.

Out of assortment Article 3607730 Sofa bed chaiselongue HAVDRUP dark grey is not active in catalog Quantity Expected quantity Next delivery date Out of assortment Out of assortment

In the above image, you can see that an article is Out of assortment, this means that the article is no longer active in the catalog, and it will not be ordered. This message will only occur if you use the download / upload function. If you shop by adding one article at the time, you will not be able to add this to the shopping basket. Then the article would have been displayed with "Not orderable"

Reduce quantities and recheck order

Before the order can be placed, please go through the highlighted articles and decide whether or not other articles should be added to the basket as replacement. You can also change the Pick-up date, if you can wait and then have article confirmed for next delivery date.

Once the order is reviewed, please press the "Reduce quantities and recheck order"

Reduce quantities and recheck order

The articles will be removed from the order and the basket will be changed. Please note that requested quantities which were not confirmed, will <u>not</u> be placed on this order. You should enter new order on new delivery date for these articles.

Now you are able to send the complete order to JYSK by choosing the "Create Sales Order" icon.





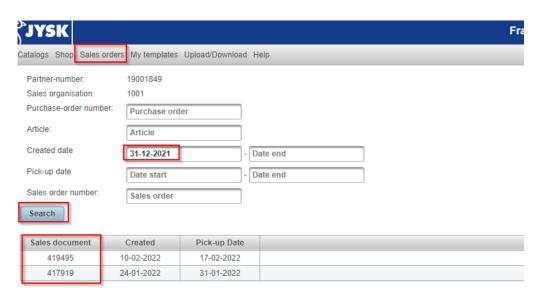
2.2.2 Sales order confirmed

Once the order is successfully placed, you will see the order number in the very top of the page.



Please remember to save this number, since this is very useful when contacting JYSK regarding the specific order.

You can see your sales order number in the folder "Sales orders" and search on Created date, to check your sales orders.



2.3 Order Template

It is possible to save an order template by using the icon "Save as template" This could be for your main products (the ones you order every time) and/or seasonal templates.

You can have as many as you like.

Please prepare a basket as described above. When you enter the basket view, you can either create a sales order or save the current basket as template:



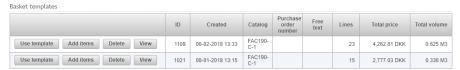
Purchase order number and Free text can be saved on templates as well.



When pressing 'Save as template', your template has been saved for later use and reuse. In order to view/choose/add this template, you go to the 'My Template' in the top menu bar:



By choosing that you will be able to see all your templates for the catalog chosen:



As you can see, you can beneficially add a "Free text" in order to keep track of your different templates.

Within the basket template, you have 4 different options.

- You can either use the template and then the template will be set as current basket
- You can add articles, meaning you can add the articles from the template to your shopping basket even though you already have other articles in your basket. If the article already exists in the shopping basket, the article will simply appear twice.
- You can delete your template and remove it from FOS.
- You can view/display your template to see its content.

If an article in the template has been discontinued, it will not be added to the basket. If an article has been substituted by a substitution, the new substitution will be added to the basket and the template will be updated. A message will inform you about the substitution:



3. Upload/Download files & Orders

You can create your order by using download and upload function. With this feature, it is possible to upload a list of article numbers and corresponding quantities to the shopping basket.

Every time the upload function is to be used, please download a new assortment catalog as some articles might have been substituted, deleted or added since the last catalog download. Catalog is updated each night. So it is important that you download the same day as you want to place the order and use upload function.

3.1 Create the file

Firstly, you will have to download the assortment of the chosen catalog. You can download the full assortment or part of the assortment.



3.1.1 Download full assortment

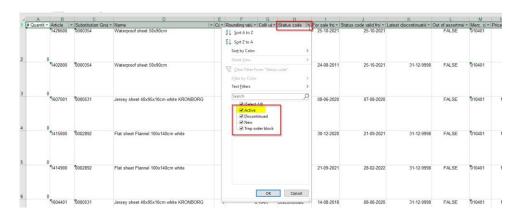
To download full assortment, click on "Download full assortment" of given catalog



An excel sheet will open with all articles. Please note that it includes all status codes. You could use Status code as filter. You are only able to place order for active articles. Otherwise you get a message about this when you upload the file.

Exception: If an article has been substituted with a new article, you are able to place an order even if the article is "discontinued", if the new substitution article is active.

Add quantity in column A "Quantity"



3.1.2 Download part of assortment

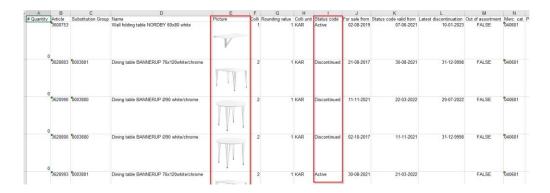
To download part of the assortment, click on relevant product group in the hierarchy and choose "Download XLS" or "Download XLS with pictures" (file with picture is heavy and can take a little longer)



An excel sheet will open will all files which include picture (please note all status code is included as mentioned above)

Add quantity in column A "Quantity"



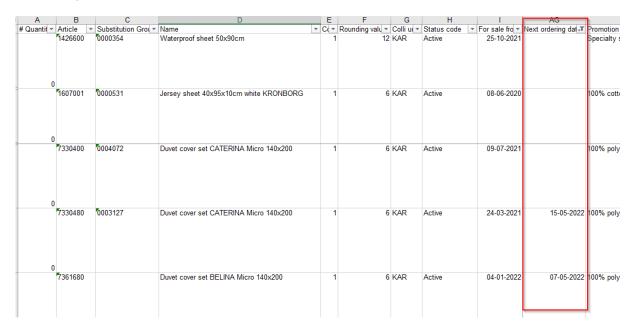


The file includes relevant information about articles (scroll through the list to see all relevant data).

3.1.3 Next ordering date

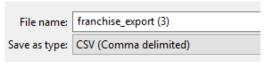
Further to the right you can also see column "Next ordering date"

If the cell is empty, there should be stock available (at the time when the catalog was last updated). If it includes a date, this will be the next expected pick-up date. This date is based on the next purchase order and otherwise based on the lead time of the article.



3.1.4 Save as CSV file

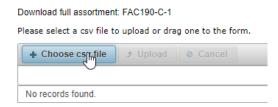
The file must be saved locally as a CSV-file (comma delimited) or XLS- file. It is enough to save column A & B.





3.2 Upload the file

In order to upload the file, you must choose the file you have just saved (Figure above), and click the "Choose CVS or XLS file" button.



It is enough to upload column A: quantity and B: article number.

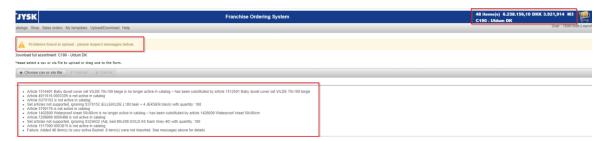
You do not need to delete the other columns but they are not required.

Your ordered articles will automatically be added to the shopping basket.

3.3 Messages in FOS when creating your order

When you are done with your upload, there might be some articles which could not be ordered.

You will get a message with "Problems found in upload". Click on shopping cart in right corner.



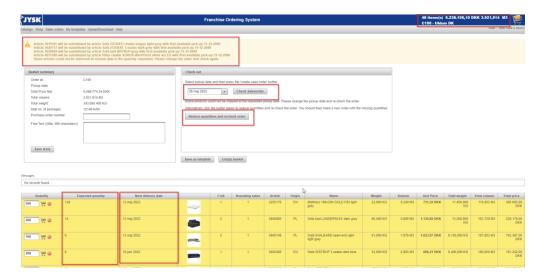
Select a Pick-up date in dropdown and Check Sales order.

Then an additional message will appear, and the lines will be marked with yellow.

To complete and create the sales order, you will have to "Reduce quantities and recheck order". You can only create sales order on confirmed quantity. The rest will be removed from the sales order and will not be placed on your order.

Read further below about different messages.





3.3.1 Article is not active in catalog

This is depending on status code, which you are able to check in your download sheet. It is only articles with status "Active" which are orderable.

Status "New": New article, which is not active yet. Often it will have a

future FSF date

Status "Discontinued": Inactive article

Status "Temporary order block": Article is temporary blocked. It could be active again

Result -> Article will not be added to the basket

3.3.2 Article is no longer active in catalog – <u>has been substituted</u> by article xxx Requested article is inactive and **has been** replaced by a new substitution article automatically

Result -> Substitution article will be added to the basket

3.3.3 Set article is not supported, ignoring Sxxx

Article number which starts with S and includes a set of different articles (example: dining table + 4 chairs) is not possible to order. This is just for you to view the set of articles.

Result -> Article will not be added to the basked





3.3.4 Article will be substituted by article xxx

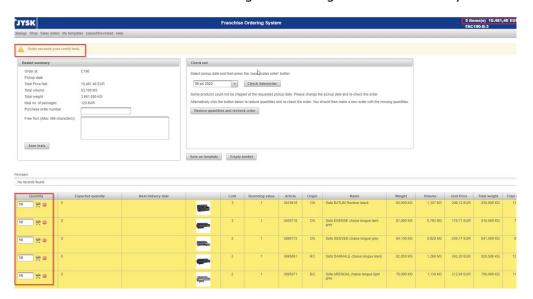
If you order an active article without enough quantity on stock and the article has a substitution article linked to it, you will receive a message that this article will be substituted by the substitution article, and be informed about the first available pick-up date.

Result -> New substituted article will not be added to the basket

4.0 Credit limit

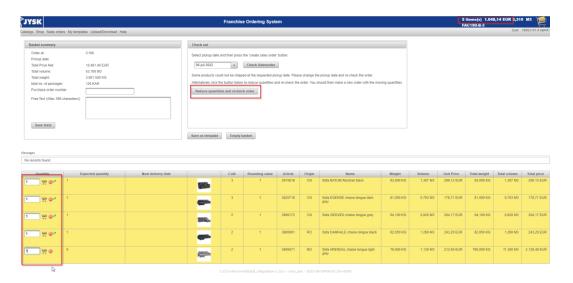
It is not possible to create a sales order in FOS, if the value of the sales order exceeds the credit limit.

When you click "Check Salesorder", FOS makes a simulation of the sales order. At the same time it will check available credit. If the sales order exceeds the credit limit, you are not able to create the sales order. You will get a message "Order exceeds your credit limit".



You can reduce the quantities or remove some articles in order to get below your credit limit and place the order.





Otherwise you need to check if any invoice/s should be paid in order to get below the credit maximum..

5.0 Sales order

In the menu bar, you can find a headline called "Sales orders"

Here you can find all the sales orders. You have different filter selection to select what you prefer to see. Click "Search" to view a sales document.

You also see an overview of weight and volume for each sales order.



If you double click on a sales order number, the order details will expand.



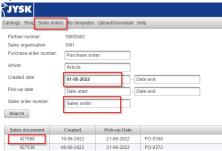


5.1 Sales order status

After a sales order has been created, there can be changes to the order when the DC perform the daily Available To Promise (ATP) check. This can be due to less quantity available, new pick-up date or an article has been deleted from the sales order. If there have been changes to the sales order, lines will be marked with yellow, when you open your sales document below (double click on the sales order number). You must open your sales order to view status of the sales order.

If your sales order is above the credit maximum, the sales order will be marked with red.

To see the status on your sales order, click on Sales order and enter selection of dates or a specific sales order number. Double click on the sales order, you would like to check.



Articles with changes are placed in top and are marked with yellow.

If one article will have a delivery split, you will see the article on two lines with confirmed quantity for the first shipment and the remaining quantity on a second line and with a new pickup date.

If one article will have a new pickup date, you will see this in column "confirm message".

If you click "Confirm changes", the line will no longer be marked with yellow and the status will be updated. It does not make any difference if you click "Confirm changes" or not. New status or pick up date will count anyway. However, the benefit of clicking "Confirm changes" is that the line will not be marked yellow, so you are able to see when new changes appear and when we have confirmed changes.



Status shows current status of the sales order:

In progress: Sales order is still in progress and not shipped yet

Completed: Sales orders is closed and shipped

• Partial Delivery: Part of requested quantity has been delivered. Balance quantity has

been deleted/closed



Deleted: The article on sales order has been closed

5.1.1 Status "Deleted"

If an article has not been send together with the rest of the sales order, the daily ATP check will find a new pick-up date. If the article has not been shipped within 30 days after the rest of the sales order, the DC will close the article and change the status will change to "Deleted". The column "Confirm message" will display the latest pick-up date according to the ATP check.

If you wish the article to be send, please contact the DC to have it open again or create a new sales order.



After "Confirmed changes", status is updated and lines are no longer marked with yellow.



5.1.2 New Pick-up date

If an article will not ready at a requested pick-up date, the line will be marked with yellow and "Confirm message" will display with a new pick-up date.

Status "In progress" means order has not been shipped/closed yet.



5.1.3 New Quantity

If requested quantity cannot be shipped in full, part of the quantity will be created on a new line on the sales order in FOS. The article number and name are the same but is written two times with an update on "Requested quantity" and "Confirmed quantity" and new pick-up dates.



5.1.4 Blocked max credit limit

If the value of a sales order exceeds the credit maximum the sales order will be blocked.



You can see blocked sales orders on the front page in FOS. They are marked with red, and it is not necessary to double click on the sales order to check the status. This is because it concerns a full sales order which is blocked and not only some individual articles.



When you double click on sales order, you can see on status "Blocked: max credit limit"



5.2 Download sales orders

You can also choose to download the sales order, by clicking on "Download" button and then get the sales order in excel file. Please note that the download will only include that information on the sales order at this moment of the download. So, if at a later point, there are changes on the sales order, that will not be visible on the already downloaded file.

