

Background

Since the creation of Pantellos, the trading parties have refined close to 1.6 million SKUs through third party refineries. As a service to the marketplace participants, the Pantellos' content team facilitated the flow of documents between the buyers/suppliers and the refineries. The money spent on catalog creation was passed from Pantellos to the trading parties at cost with no additional Pantellos mark-up (there are several catalogs that we refined and billed less than cost).

Effective September 1, 2002, Pantellos cost to refine content via third party refinement will drastically increase. In an effort to keep costs down, Pantellos is now positioned to refine content in-house. In many cases^① the cost of content will be decreased.

Strategy

The document flow will primarily remain the same:

- Raw content submitted to Pantellos via template
- Raw content quality assurance performed
- Raw content evaluated (Grade A or Grade B)
- Content refinement begins
- Processed content sent to Trading Party

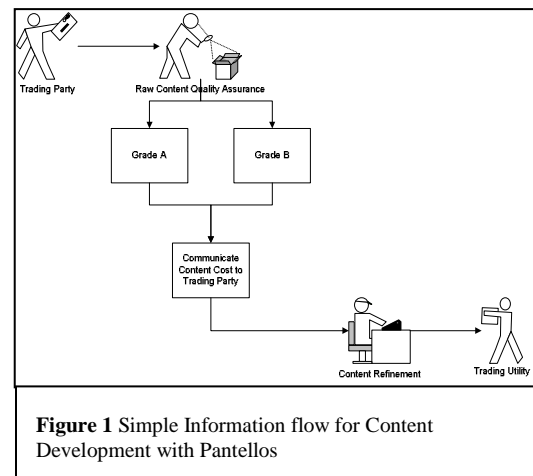


Figure 1 Simple Information flow for Content Development with Pantellos

When the raw content is received by Pantellos, Content Services does initial checks on the content. Through this process, we make sure that the content meets the minimum standards necessary to create production catalogs. The evaluated content will be assigned a grade with regards to its quality of the information submitted.

The grade that the raw content is assigned will determine several things:

- Turnaround time for refinement
- Accuracy of categorizations
- Catalog Cost

^① This is dependent on what Grade your raw content receives



Grade 'A' Definition

- All required fields are populated
- All recommended fields are populated
- UNSPSC Categorization Code Assigned
- Both description entries have **NO** abbreviations

Grade 'B' Definition

- All required fields are populated
- No UNSPSC categorization assigned
- Descriptions contain abbreviations

Content Template

Historically Pantellos has received raw content via two MS Excel templates. In order to simplify the population of raw information, a new single template has been created. Pantellos will be accepting this new format beginning September 1, 2002. Catalogs that are already in process of being created may still be submitted in the old format.



Content Template Required Fields

Column Heading	Type	Maximum Length	Description
Action	C	6	Actions are Add, Update and Delete . If Action is not provided, it will default to Add during processing.
Sup Part Num	C	50	Supplier Part Number
UOM	C	3	Unit of measure code. EDIFACT unit of measure in which this product is offered.
Price	N	15	A special, negotiated price based on an agreement with an individual or group of customers
Currency	C	3	The currency code for the country in which this product is to be sold
Sup Name	C	50	Supplier's legal name(aka TPName)
Description	C	254	A short, meaningful description of the product, including brand or product name, and a noun identifying the product. This description is used primarily for text searches. Abbreviations should be omitted.
Long Description	C	Unlimited	An additional, marketing oriented description that provides the customer with more extensive information about the product they wish to order. All abbreviations should be omitted. If a Long Description is not provided, Pantellos will populate the field with the Short Description.



Content Template Recommended Fields

Column Heading	Type	Maximum Length	Description
UNSPSC Code	C	8	UNSPSC assigned classification
MFG Name	C	50	Name of the primary manufacturer of this product
MFG Part Num	C	50	Part number assigned by the primary manufacturer in non-butted format (ie. EXP8511 not EXP-8511)
Picture	C	512	The name or location of a picture file for this product. If the supplier is able to provide a website link that references a specific file name, then it should be represented as follows: www.abcsupplier.com/catalogpics/widget.jpg The url must end with a valid picture extension (i.e. .jpg, .gif or .bmp). Picture sizes referenced by a url or file name should conform to: 640x480 Display:Pixel Size of 200 x 200 or 800x600 Display:Pixel Size of 345x280
Lead Time	N	15	The lead time, in days for shipment of this product
Buyer Part Num	C	50	Optional unique part number referencing buyer's internal catalog number

Pantellos is currently developing a web based tool to help with the creation of 'Grade A' content. When released, this tool will aid in the classification of UNSPSC categorization at the SKU level.



Pricing

The grade of the content will dictate what pricing schedule your catalog will fall into. The schedules are as follows:

Schedule A

- Grade 'A' Content
- \$50 Job Submission
- \$0.75 per SKU for Content Creation (\$2000 maximum)
 - Five business day maximum turn-around for content creation
- \$0.05 per SKU update (\$500 maximum)
 - Two business day maximum turn-around for content updates

Schedule B

- Grade 'B' Content
- \$50 Job Submission
- \$1 per SKU for Content Creation (\$6000 maximum)
 - 20 business day maximum turn-around for content creation
- \$0.05 per update (\$500 maximum)
 - Two business day maximum turn-around for content updates

Updates

An update (modification or deletion of a record) is defined as an existing item that has already been categorized. Update content that has been submitted will be validated against the current refined catalog. The [Sup Part Num]+[UOM] fields will be used to match-up the fields needing updating. Should records be submitted as an update that are not already refined, those individual records will be treated as adds for content creation and priced accordingly. There will be a two business day turn-around time for updates to content.

Billing

Content that is refined for a Utility that supports a **Private Agreement** will be invoiced on a monthly basis to that Utility.

Content that is refined to facilitate a **PCA** will be refined at no charge to the utility.



Content Delivery

Content Services can produce eCatalogs in many of the common formats available today. Those formats are:

- CommerceOne CUP
- Pantellos Requisite BugsEye™ (for round trips)
- eCX XML
- Ariba CIF
- CXML
- xCBL
- BME CAT 1.01
- Oracle
 - SSP XML
 - SSP Price File
 - Exchange XML
 - Exchange Price File
 - iP Patchset
 - iP Patchset Price File
- EDI 832

The content will be transported to the Utility via the Pantellos' FTP site. You can contact content.manager@pantellos.com to establish a login.

Content Services' Catalog Tracker

A buyer/supplier that has content in refinement can track its status now at Pantellos. If you would like further information, please login to the Pantellos web site at <http://www.pantellos.com> and click the Catalog Tracker button within the eCommerce Launchpad.