



Collaboration leads to success.

## THE BIG NETWORK™ INTELLIGENT SOLUTIONS FOR THE JEWELRY INDUSTRY

Vendors have been kept largely in the dark regarding sell-through – they have no idea what inventory is sitting in your stores that isn't performing until you hand them a list of merchandise you want to return.

**The BIG Network** allows Vendors and Retailers to work collaboratively and create true partnerships through shared data. It opens a communication channel with Vendors, allowing them to see which inventory is performing in their Retail-Partner's stores and which inventory is not. This enables Vendors to gain valuable insights into what's selling and to pro-actively help manage non-performing items.

## Be part of something BIG!

Contact us to learn more.



### The steps to participate are simple.

- **Invitation-only**, 100% permission-based platform. No cost to the Retailer.
- **Interfaces with your existing POS.**
- **No retail prices, gross profit or GMROI shared with Vendors** – only unit sales, the cost of items sold and on-hand inventory information.
- **Confidentiality Agreement** signed with every Retailer.
- As a benefit, Retailers receive **free Sales Report** from Balance to Buy™ on a daily basis.

Ask your **BIG Network** Vendor-Partner for the exciting details!

**Use the QR code to see our list of vendor partners:**



# THE BIG NETWORK™ FAQ'S

BIG™ provides comprehensive, industry solutions that deliver dramatically improved performance to jewelry retailers and manufactures. BIG continually develops their platform to help clients better understand and control their business. Services like **The BIG Network™**, **Salesrep Direct™**, **Balance to Buy™**, and **Plexus Performance Groups™** – promote deeper insights into inventory management, merchandising, improved profitability and better retailer/vendor relationships. BIG also aggregates retailer data for the purposes of high-level industry insights.

## WHAT IS THE BIG NETWORK?

It is an invitation-only, permission-based platform created by BIG, which facilitates collaborative inventory management between retailers and their suppliers. BIG serves as a 3rd party administrator, gathering data related to specific vendor's merchandise by interfacing with retailer POS systems.

## WHY SHOULD I PARTICIPATE?

Through your participation in The BIG Network, vendors will be able to obtain edited sales and inventory data (excluding retail prices and gross profit). This will help them partner with you in a variety of ways, including to replenish stock faster and more efficiently, invoice/bill for sold memo inventory, and stock-balance non-performing items.

## IS THERE A FEE TO PARTICIPATE?

There is no charge to the retailer to participate, and you can opt out at any time.

## WHAT EXACTLY WILL BIG BE DOING?

Depending on your POS system, software will be installed on your server that will export sales and on-hand inventory data on a daily basis. The data will be used in the following ways:

- It will be provided to the vendor so they can partner more closely with you to manage their inventory in your store. This will enable productive and proactive conversations between you and the vendor. The vendor will only receive their sales and on-hand data and will not receive any other information from your system.
- For purposes of high-level industry analysis, BIG anonymizes and aggregates raw data for trending insights to assist with the management, merchandising and development of inventory. Retailers can use this data to benchmark their performance against the industry as a whole.

## IS MY INFORMATION PROTECTED?

BIG stores your data in a heavily protected and encrypted database on a domestic server. No information is released to any vendors without explicit permission granted by the retailer. Every effort is made to ensure the security and protection of your data.

## CAN A RETAILER USE BIG AS THEIR POS SYSTEM?

BIG does not provide POS software. We work with your existing POS software to export sales and on-hand inventory data. There are many POS systems that we work with and are adding more all the time.

## WHAT RETAILER INFORMATION IS GIVEN TO THE BIG NETWORK VENDOR?

Each vendor receives only their information and is provided data for unit sales and on-hand inventory. No customer information, retail pricing or gross profit information is shared with the vendor.

## WILL I HAVE ACCESS TO BALANCE TO BUY & THE BALANCE TO BUY REPORTS?

Balance to Buy is a subscription service, and not included in with your participation in The BIG Network. However, as an added benefit of joining The BIG Network, you will receive one free daily Sales Report. We will contact you to set up your username, password and report, as well as give you a brief explanation of how to read and use it.