



THE BIG NETWORK™

A PROGRAM TO FACILITATE COLLABORATION



THE **BIG** NETWORK

INTELLIGENT SOLUTIONS FOR THE JEWELRY INDUSTRY™



BALANCE TO BUY



GENERATE REPORTS



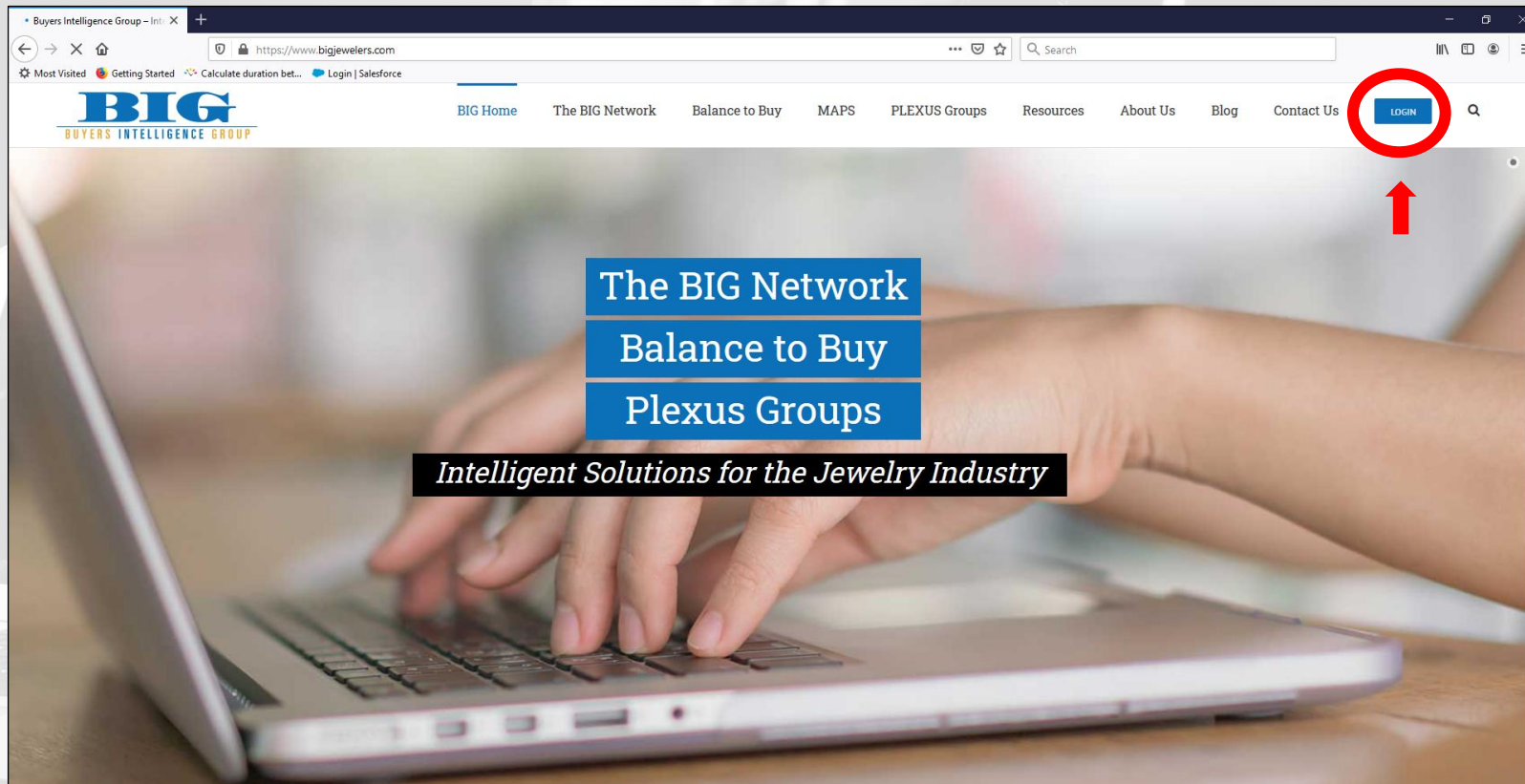
DRILL DOWN & DIG DEEPER



BIGJEWELERS.COM

BALANCE TO BUY

WWW.BIGJEWELERS.COM



- Select "LOGIN" in top right corner

BALANCE TO BUY

SIMPLE LOG-IN

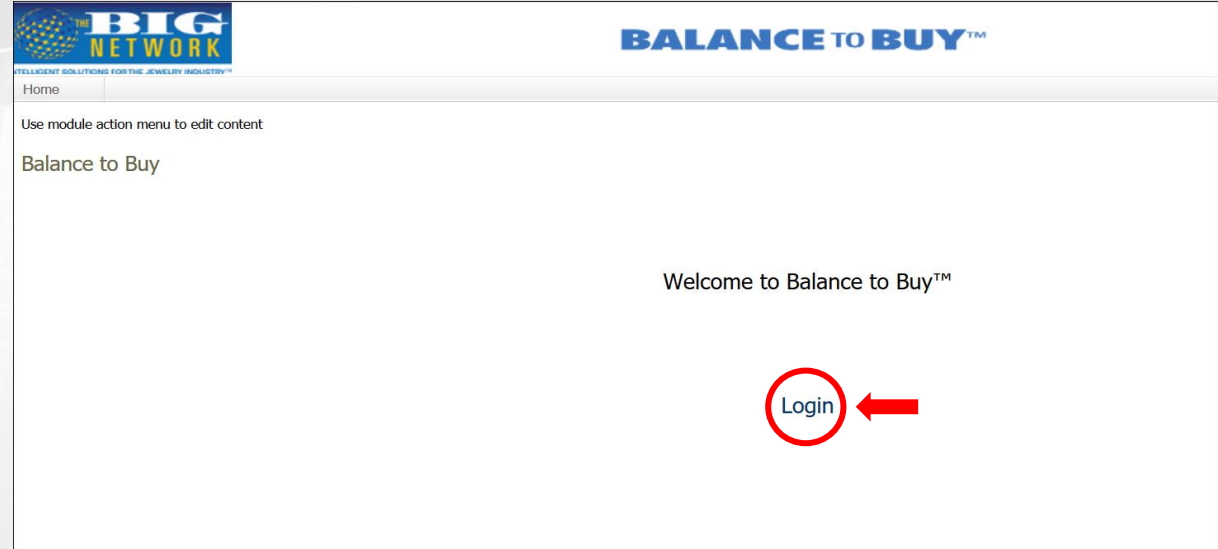
- Select “Login”
- Enter username and password

Password Retrieval

- Select “Forgot Password”
- Enter username
- Select “Send Password”

The password will be emailed to the address we have on file

Please change password after initial log-in or retrieval



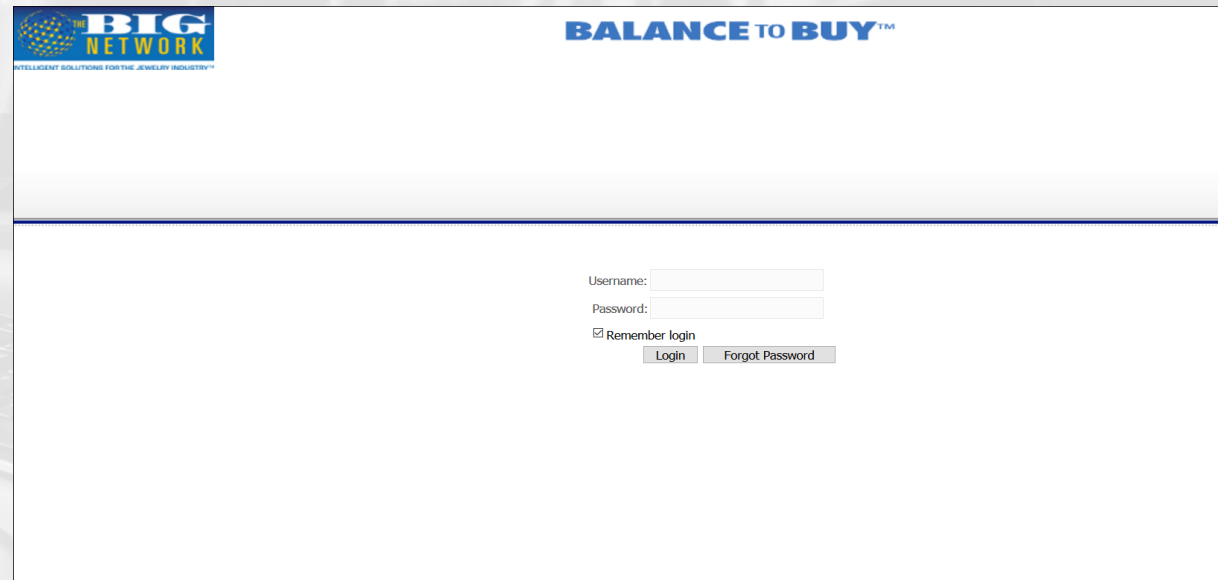
Home

Use module action menu to edit content

Balance to Buy

Welcome to Balance to Buy™

Login



Forgot Password

Username:

Password:

☒ Remember login

Login Forgot Password

BALANCE TO BUY

MENU



BALANCE TO BUY™

Home	Essentials	Vendor Version Sum-Det Rpts	SavedReports
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Home ▼	Essentials	Vendor Version Sum-Det Rpts: ▼	Saved Reports
Retailer – Vendor Style Mapping	Inventory Search	Vendor SKU #'s	
Vendor Style Catalog		Stores	
		Categories	
		Retailers	
		Price Points	
		Divisions	
		Collections	
		Departments	
		Company	
		Consultant Group	

BALANCE TO BUY

REPORT FILTERS

Report Filters

Bulk Items: All <input type="checkbox"/> Include On Order Items <input type="checkbox"/> Show Stock Number <input type="checkbox"/> Show Image VendorStyle Price Breaks: Standard Min# Sold: 1	Retailer: All Adele Diamond After Midnight Alberts Diamond Jewel Transaction Type: All Assembled Asset CDM - Alloy <input type="checkbox"/> Show Layaway	Category: All AB AL AN Collection: All Aloy Ampersand Art Deco <input checked="" type="checkbox"/> Show rows with \$0 Sales	Store #: All 0 01 1 Division: All ADOR ALOY AMAF	Ownership: All Asset Memo InStock Memo Sold Price Pt: All \$0-\$100 \$100-\$200 \$200-\$300 <input type="checkbox"/> Turn Over In Units	Sales Start Date: 4/16/2019 Sales End Date: 4/14/2020 Stock As Of: April 14, 2020 Detail Column: <input checked="" type="checkbox"/> Subtotal Summary Detail 2 Column: <input type="checkbox"/> Subtotal Summary By Period: None Age Column: Age In Location
--	--	---	---	---	--

Apply Filters Clear

Bulk Items:

All

☐ Include On Order Items

☐ Show Stock Number

☐ Show Image

VendorStyle

Price Breaks:

Standard

Min# Sold: 1

- Bulk Items: Defaults to all
- Include On Order Items: confirm with the retailer that they use their POS to enter p.o.'s (P.O. qty will show as store# 51 OR #53)
- Show Image: Shows vendor images, when checked if uploaded to Balance to Buy
- Vendor Style: Change to UPC and Add Vendor Style in "Detail Column" to see base # and all variations flagged with base # in catalog.

BALANCE TO BUY

REPORT FILTERS

Report Filters

Bulk Items:

☐ Include On Order Items
☐ Show Stock Number
☐ Show Image
 VendorStyle
 Price Breaks:
 Min# Sold:

Retailer:
 Adele Diamond
 After Midnight
 Alberts Diamond Jewel

Category:
 AB
 AL
 AN

Store #:
 0
 01
 1

Ownership:
 Asset
 Memo InStock
 Memo Sold

Transaction Type:
 Assembled
 Asset
 CDM - Alloy

Collection:
 Alloy
 Ampersand
 Art Deco

Division:
 ADOR
 ALOY
 AMAF

Price Pt:
 \$0-\$100
 \$100-\$200
 \$200-\$300

☐ Show Layaway
☒ Show rows with \$0 Sales
☐ Turn Over In Units

Sales Start Date:
 Sales End Date:
 Stock As Of:
 Detail Column: ☒ Subtotal
 Summary
 Detail 2 Column: ☐ Subtotal
 Summary
 By Period:
 Age Column:

Apply Filters Clear

Retailer:
 Adele Diamond
 After Midnight
 Alberts Diamond Jewel

Category:
 AB
 AL
 AN

Store #:
 0
 01
 1

Ownership:
 Asset
 Memo InStock
 Memo Sold

Transaction Type:
 Assembled
 Asset
 CDM - Alloy

Collection:
 Alloy
 Ampersand
 Art Deco

Division:
 ADOR
 ALOY
 AMAF

Price Pt:
 \$0-\$100
 \$100-\$200
 \$200-\$300

- Retailer: Vendor Retailer Partners
- Category, Collection & Level/Division: vendor hierarchy
- Store: Store # if retailer has multiple Locations
- Ownership: Asset / Memo breakdown
- Price Point: Retail Price Point ranges
- Transaction Type: retailer specific flags

BALANCE TO BUY

REPORT FILTERS

Report Filters

Bulk Items: All	Retailer: All Sample Retailer Sample Retailer Sample Retailer	Category: All AB AL AN	Store #: All 0 01 1	Ownership: All Asset Memo InStock Memo Sold	Sales Start Date: 4/16/2019 Sales End Date: 4/14/2020 Stock As Of: April 14, 2020 Detail Column: <input checked="" type="checkbox"/> Subtotal Summary Detail 2 Column: <input type="checkbox"/> Subtotal Summary By Period: None Age Column: Age In Location
<input type="checkbox"/> Include On Order Items <input type="checkbox"/> Show Stock Number <input type="checkbox"/> Show Image VendorStyle Price Breaks: Standard Min# Sold: 1	Transaction Type: All Assembled Asset Sample <input type="checkbox"/> Show Layaway	Collection: All Collection 1 Collection 2 Collection 3 <input checked="" type="checkbox"/> Show rows with \$0 Sales	Division: All FASHION BRIDAL LOOSE	Price Pt: All \$0-\$100 \$100-\$200 \$200-\$300 <input type="checkbox"/> Turn Over In Units	

Apply Filters Clear

Sales Start Date:
4/16/2019

Sales End Date:
4/14/2020

Stock As Of:
April 14, 2020

Detail Column: ☒ Subtotal
Summary

Detail 2 Column: ☐ Subtotal
Summary

By Period:
None

Age Column:
Age In Location

- Sales Start Date: default is rolling year, can be changed
- Sales End Date: default is as of yesterday to reflect rolling year, can be changed
- Stock As Of: default as of yesterday, cannot be modified
- Detail Column: additional menu options, populates blank column
- Detail 2 column: additional menu options once "detail column" is selected
- Subtotal: uncheck box to remove subtotal lines
- By Period: trend reports (Year over Year, Month over Month, etc.)
- Age Column: default is age in location

BALANCE TO BUY

REPORT FILTERS

Retailer: All
Adele Diamond
After Midnight
Alberts Diamond Jewe

Category: All
AB
AL
AN

Store #: All
0
01
1

Ownership: All
Asset
Memo InStock
Memo Sold

Sales Start Date: 4/25/2019
Sales End Date: 4/23/2020
Stock As Of: April 23, 2020
Detail Column: ☒ Subtotal
Summary
Detail 2 Column: ☐ Subtotal
Summary
By Period: None
Age Column: Age In Location

Transaction Type: All
Assembled
Asset
CDM - Alloy

Collection: All
Aloy
Ampersand
Art Deco

Division: All
ADOR
ALOY
AMAF

Price Pt: All
\$0-\$100
\$100-\$200
\$200-\$300

☐ Show Layaway ☒ Show rows with \$0 Sales ☐ Turn Over In Units

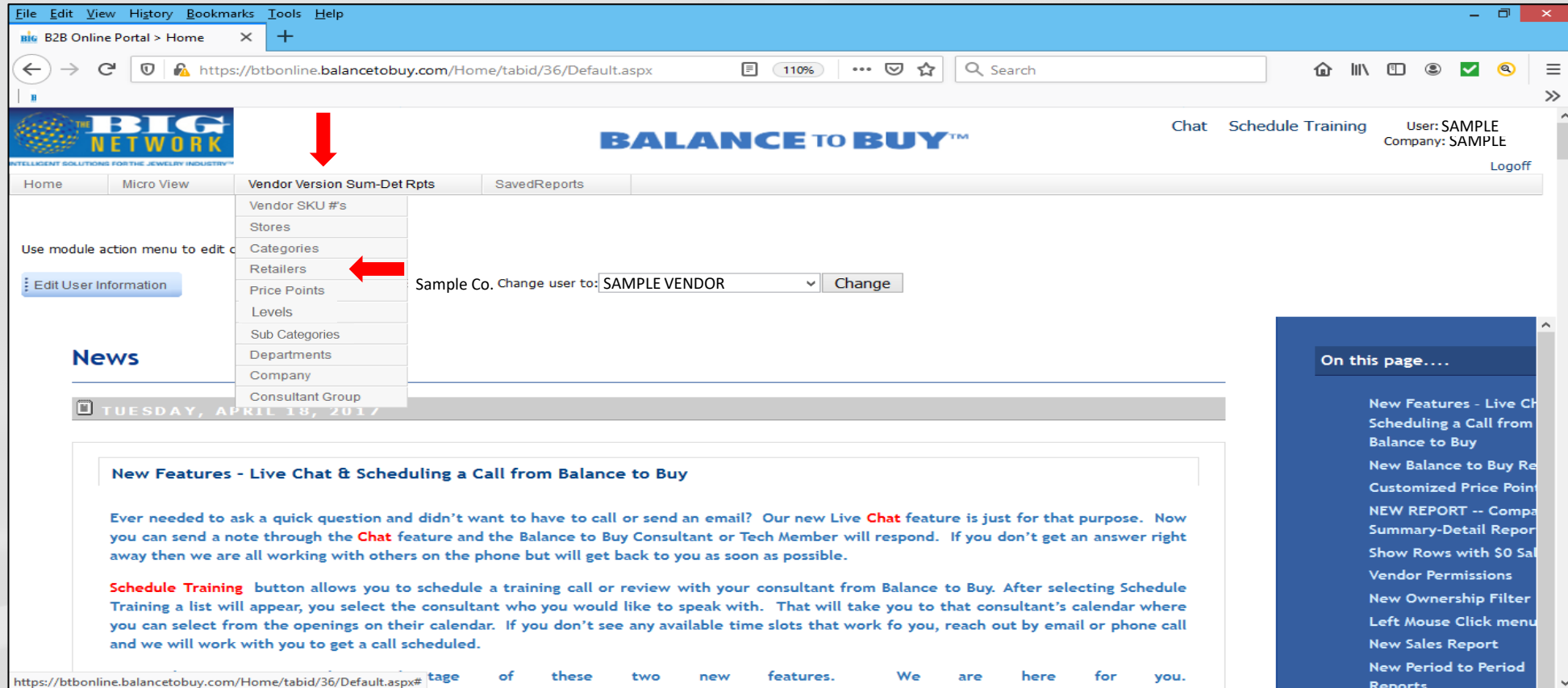
Apply Filters Clear

Page 1 of 1 Xlsx Report Name : Save

- Show Layaway: check to see layaway items (will show oh #L)
- Show Rows with \$0 Sales: uncheck if you want to see only items that have sold in time frame chosen
- Turn Over In Units: check to recalculate turn based on units rather than dollars
- Binoculars: item search
- Diskette: export report to format selected in drop-down menu
- Report Name: title a saved / automatic report
- Save: save created report (still need to schedule under saved reports)

GENERATE REPORTS

RETAILER REPORT – DATA ORGANIZED BY RETAILER



The screenshot shows the B2B Online Portal interface. At the top, there's a navigation bar with 'Home' and 'Micro View' tabs. The main content area is titled 'Vendor Version Sum-Det Rpts'. A red arrow points to the 'Vendor Version Sum-Det Rpts' dropdown menu, which is open, showing a list of options: Vendor SKU #'s, Stores, Categories, Retailers, Price Points, Levels, Sub Categories, Departments, Company, and Consultant Group. Another red arrow points to the 'Retailers' option in this menu. To the right of the menu, there's a text field labeled 'Sample Co. Change user to:' with a dropdown menu showing 'SAMPLE VENDOR' and a 'Change' button. The page also features a 'News' section with a headline 'New Features - Live Chat & Scheduling a Call from Balance to Buy' and a sidebar on the right titled 'On this page....' listing various features like 'New Features - Live Chat', 'Scheduling a Call from Balance to Buy', 'New Balance to Buy Report', 'Customized Price Point', 'NEW REPORT -- Comparison Summary-Detail Report', 'Show Rows with \$0 Sales', 'Vendor Permissions', 'New Ownership Filter', 'Left Mouse Click menu', 'New Sales Report', and 'New Period to Period Reports'.

- Select “Retailers” from the Vendor Version Sum-Det Rpts drop down menu

GENERATE REPORTS

RETAILER REPORT – DATA ORGANIZED BY RETAILER

THE BIG NETWORK ELLENT SOLUTIONS FOR THE JEWELRY INDUSTRY™

BALANCE TO BUY™

Chat Schedule Training User: SAMPLE Company: SAMPLE Logoff

Home Micro View Vendor Version Sum-Det Rpts SavedReports

Retailers

Report Filters Show Filters...

Page 1 of 4 Xlsx Report Name: Save

BALANCE to BUY™

Retailer Analysis Report for VENDOR Created 12/12/2019

Sales between 12/13/2018 and 12/12/2019. Stock as of 12/12/2019

Categories: All, Retailers: All, Store Number: All, Division: All, TranType: All, Ownership: All

Retailer	SALES	COST OF GOODS		INVENTORY			TURN OVER	AGED		
	Units	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH		Cost	Units	%Aged
Sample Retailer	1,460	\$918,675	\$629	\$1,527,469	3,657	\$418	0.60	\$932,303	2,792	61%
Sample Retailer	835	\$345,743	\$414	\$133,325	871	\$153	2.59	\$20,631	288	15%
Sample Retailer	393	\$264,014	\$672	\$150,010	1,703	\$88	1.76	\$90,366	1,123	60%
Sample Retailer	485	\$261,044	\$538	\$413,284	660	\$626	0.63	\$225,262	313	55%
Sample Retailer	287	\$205,106	\$715	\$285,439	447	\$639	0.72	\$79,230	123	28%
Sample Retailer	411	\$232,491	\$566	\$287,422	377	\$762	0.81	\$36,415	43	13%
Sample Retailer	271	\$206,844	\$763	\$191,718	1,012	\$189	1.08	\$53,145	495	28%
Sample Retailer	597	\$310,688	\$520	\$380,679	697	\$546	0.82	\$22,768	47	6%
Sample Retailer	448	\$221,848	\$495	\$417,045	616	\$677	0.53	\$90,686	152	22%
Sample Retailer	421	\$207,233	\$492	\$192,776	714	\$270	1.07	\$32,763	333	17%
Sample Retailer	399	\$217,964	\$546	\$416,552	840	\$496	0.52	\$143,779	317	35%
Sample Retailer	460	\$186,210	\$405	\$243,413	879	\$277	0.76	\$96,873	540	40%
Sample Retailer	355	\$177,952	\$501	\$144,337	280	\$515	1.23	\$49,410	94	34%

- Report will automatically generate* to show data organized by all data-sharing retailers for the default rolling 365 day time period

*Data sorted by cost sold as default, but all reports have dynamic sort headers

GENERATE REPORTS

RETAILER REPORT – DATA ORGANIZED BY RETAILER

Retailers

Report Filters Hide Filters

Bulk Items:

☐ Include On Order Items

☐ Show Stock Number

☒ Show Image

Vendor Style:

Price Breaks:

Min# Sold:

Retailer:

Transaction Type:

☐ Show Layaway

Category:

Collection:

☒ Show rows with \$0 Sales

Store #:

Division:

Ownership:

Asset:

Price Pt:

☐ Turn Over In Units

Sales Start Date:

Sales End Date:

Stock As Of:

Detail Column: ☒ Subtotal

Summary:

Detail 2 Column: ☐ Subtotal

Summary:

By Period:

Age Column:

Page 1 of 1

BIG NETWORK **BALANCE to BUY VENDO**

Retailer Analysis Report for Created 04/16/2020

Sales between 04/17/2019 and 04/15/2020. Stock as of 04/15/2020

Categories: All, Retailers: SAMPLE RETAILER Store Number: All, Division: All, TranType: All, Ownership: All

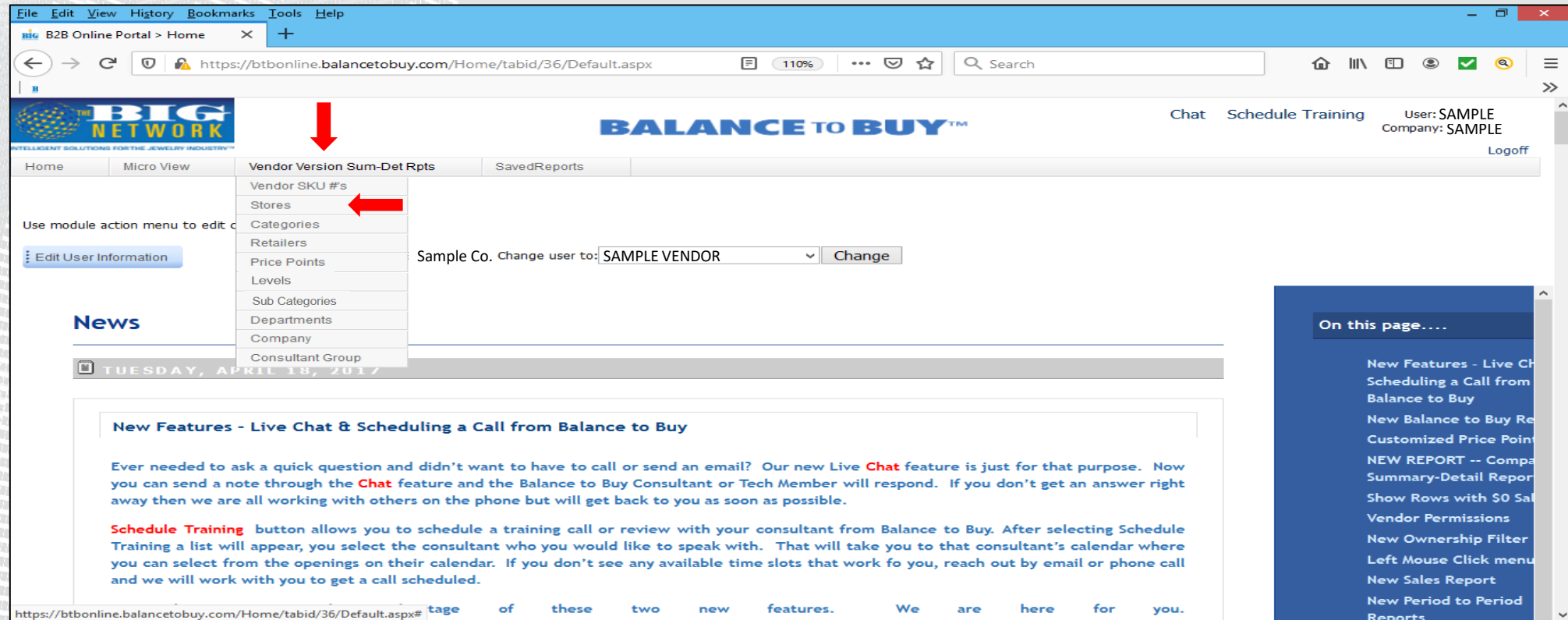
Retailer	SALES		COST OF GOODS		INVENTORY			TURN OVER	AGED		
	Units	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH	Cost		Units	%Aged	
Sample Retailer	450	\$227,266	\$505	\$173,341	658	\$263	1.31	\$34,446	350	20%	
Totals	450	\$227,266	\$505	\$173,341	658	\$263	1.31	\$34,446	350	20%	
Retailer	Units	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH	TURN OVER	Cost	Units	%Aged	

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- Choose and select your retailer within the Retailer filter box
- Edit the Sales Start and End Dates to reflect the desired time period, or leave at the default
- Hit Apply Filters

GENERATE REPORTS

STORE REPORT – DATA ORGANIZED BY LOCATION FOR MULTI-DOOR RETAILERS



The screenshot shows the B2B Online Portal interface. The browser address bar displays the URL: <https://btbonline.balancetobuy.com/Home/tabid/36/Default.aspx>. The page header includes the 'BIG NETWORK' logo, the 'BALANCE TO BUY™' logo, and user information: 'User: SAMPLE Company: SAMPLE'. A 'Logoff' link is also present. The main navigation bar shows 'Home' and 'Micro View'. The 'Vendor Version Sum-Det Rpts' dropdown menu is open, with 'Stores' selected. Other options in the menu include 'Vendor SKU #'s, 'Categories', 'Retailers', 'Price Points', 'Levels', 'Sub Categories', 'Departments', 'Company', and 'Consultant Group'. A red arrow points to the 'Stores' option. Below the dropdown, there is a 'Sample Co. Change user to: SAMPLE VENDOR' dropdown and a 'Change' button. The 'News' section on the left shows a date of 'TUESDAY, APRIL 18, 2017'. The main content area features a 'New Features - Live Chat & Scheduling a Call from Balance to Buy' section. A sidebar on the right titled 'On this page....' lists various features like 'New Features - Live Chat', 'Scheduling a Call from Balance to Buy', 'New Balance to Buy Report', 'Customized Price Point', 'NEW REPORT -- Comparison Summary-Detail Report', 'Show Rows with \$0 Sales', 'Vendor Permissions', 'New Ownership Filter', 'Left Mouse Click menu', 'New Sales Report', 'New Period to Period Reports', and 'Reports'. The footer of the page contains the text: 'tag of these two new features. We are here for you.'

- Select "Stores" from the Vendor Version Sum-Det Rpts drop down menu

GENERATE REPORTS

STORE REPORT – DATA ORGANIZED BY LOCATION FOR MULTI-DOOR RETAILERS

THE BIG NETWORK **BALANCE TO BUY™** Chat Schedule Training User: SAMPLE Company: SAMPLE Logoff

Home Micro View Vendor Version Sum-Det Rpts SavedReports

Retailers

Report Filters Show Filters...

Page 1 of 4 Xlsx Report Name: Save

BALANCE TO BUY™
Retailer Analysis Report for VENDOR Created 12/12/2019
Sales between 12/13/2018 and 12/12/2019. Stock as of 12/12/2019
Categories: All, Retailers: All, Store Number: All, Division: All, TranType: All, Ownership: All

Retailer	SALES	COST OF GOODS			INVENTORY			TURN OVER	AGED		
	Units	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH			Cost	Units	%Aged
Sample Door	1,460	\$918,675	\$629	\$1,527,469	3,657	\$418	0.60		\$932,303	2,792	61%
Sample Door	835	\$345,743	\$414	\$133,325	871	\$153	2.59		\$20,631	288	15%
Sample Door	393	\$264,014	\$672	\$150,010	1,703	\$88	1.76		\$90,366	1,123	60%
Sample Door	485	\$261,044	\$538	\$413,284	660	\$626	0.63		\$225,262	313	55%
Sample Door	287	\$205,106	\$715	\$285,439	447	\$639	0.72		\$79,230	123	28%
Sample Door	411	\$232,491	\$566	\$287,422	377	\$762	0.81		\$36,415	43	13%
Sample Door	271	\$206,844	\$763	\$191,718	1,012	\$189	1.08		\$53,145	495	28%
Sample Door	597	\$310,688	\$520	\$380,679	697	\$546	0.82		\$22,768	47	6%
Sample Door	448	\$221,848	\$495	\$417,045	616	\$677	0.53		\$90,686	152	22%
Sample Door	421	\$207,233	\$492	\$192,776	714	\$270	1.07		\$32,763	333	17%
Sample Door	399	\$217,964	\$546	\$416,552	840	\$496	0.52		\$143,779	317	35%
Sample Door	460	\$186,210	\$405	\$243,413	879	\$277	0.76		\$96,873	540	40%
Sample Door	355	\$177,952	\$501	\$144,337	280	\$515	1.23		\$49,410	94	34%

- Report will automatically generate* to show data organized by individual doors for all data-sharing retailers for the default rolling 365 day time period

*Data sorted by cost sold as default, but all reports have dynamic sort headers

GENERATE REPORTS

STORE REPORT – DATA ORGANIZED BY LOCATION FOR MULTI-DOOR RETAILERS

BIG NETWORK **BALANCE to BUY™** Chat Schedule Training User: SAMPLE Company: SAMPLE Logoff

Home Micro View Vendor Version Sum-Det Rpts Saved Reports

Stores

Report Filters

Bulk Items: All

Include On Order Items

Show Stock Number

Show Image

Vendor Style

Price Breaks: Standard

Min# Sold: 1

Retailer: SAMPLE RETAILER

Transaction Type: All

Assembled

Inventory

Returns

Show Layaway

Category: All

AN

BG

EG

Collection: All

Collection 1

Collection 2

Collection 3

Show rows with \$0 Sales

Store #: All

1

2

Division: All

FASHION

BRIDAL

LOOSE

Ownership: All

Asset

Price Pt: All

\$0-\$100

\$100-\$200

\$200-\$300

Turn Over In Units

Sales Start Date: 4/15/2019

Sales End Date: 4/13/2020

Stock As Of: April 13, 2020

Detail Column: Subtotal

Summary

Detail 2 Column: Subtotal

Summary

By Period: None

Age Column: Age In Location

Apply Filters Clear

Page 1 of 1 Xlsx Report Name: Save

BIG NETWORK **BALANCE to BUY™**

Store Analysis Report for VENDOR Created 04/14/2020

Sales between 04/15/2019 and 04/13/2020. Stock as of 04/13/2020

Categories: All, Retailers: SAMPLE RETAILER Center, Store Number: All, Division: All, TranType: All, Ownership: All

Store	SALES			COST OF GOODS			INVENTORY			TURN OVER	AGED		
	Units	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH	Cost	Units	%Aged				
1	318	\$171,723	\$540	\$230,808	362	\$638	0.74	\$51,962	56	23%			
2	151	\$76,379	\$506	\$149,523	213	\$702	0.51	\$25,636	56	17%			
Totals	469	\$248,102	\$529	\$380,331	575	\$661	0.65	\$77,599	112	20%			

Store

Store	SALES			COST OF GOODS			INVENTORY			TURN OVER	AGED		
	Units	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH	Cost	Units	%Aged				

- Choose and select your retailer within the Retailer filter box
- Edit the Sales Start and End Dates to reflect the desired time period, or leave at the default
- Hit Apply Filters

GENERATE REPORTS

PRICE POINT REPORT– DATA ORGANIZED BY RETAIL PRICE RANGES*

The screenshot shows a web browser window with the URL <https://btbonline.balancetobuy.com/Home/tabid/36/Default.aspx>. The page header includes the 'BIG NETWORK' logo, 'BALANCE TO BUY™' logo, and user information: 'User: SAMPLE Company: SAMPLE'. A red arrow points to the 'Vendor Version Sum-Det Rpts' dropdown menu, which is open, showing a list of options: Vendor SKU #'s, Stores, Categories, Retailers, Price Points (highlighted with a red arrow), Levels, Sub Categories, Departments, Company, and Consultant Group. To the right of the dropdown, there is a 'Sample Co. Change user to:' field with a dropdown menu set to 'SAMPLE VENDOR' and a 'Change' button. The page also features a 'News' section with a title 'New Features - Live Chat & Scheduling a Call from Balance to Buy' and a sidebar titled 'On this page....' listing various features like 'New Features - Live Chat', 'Scheduling a Call from Balance to Buy', 'New Balance to Buy Report', 'Customized Price Point', 'NEW REPORT -- Comparison Summary-Detail Report', 'Show Rows with \$0 Sales', 'Vendor Permissions', 'New Ownership Filter', 'Left Mouse Click menu', 'New Sales Report', and 'New Period to Period Reports'.

- Select “Price Points” from the Vendor Version Sum-Det Rpts drop down menu

*Retail Price Point Ranges can be customized

GENERATE REPORTS

PRICE POINT REPORT- DATA ORGANIZED BY RETAIL PRICE RANGES

- Report will automatically generate* to show data organized by price point range for all data-sharing retailers for the default rolling 365 day time period
- Choose and select your retailer within the Retailer filter box
- Edit the Sales Start and End Dates to reflect the desired time period, or leave at the default
- Hit Apply Filters

BIG NETWORK **BALANCE TO BUY™** Chat Schedule Training User: SAMPLE Company: SAMPLE Logoff

Home Micro View Vendor Version Sum-Det Rpts Saved Reports

Price Points

Report Filters

Vendor SKU #'s
Stores
Categories
Retailers
Price Points
Divisions
Collections
Departments
Company
Consultant Group

Price Breaks: Standard
Min# Sold: 1

Retailer: All
SAMPLE RETAILER

Transaction Type: All
SAMPLE
Inventory
Returns

Show Layaway

Category: All
AN
BG
CA

Collection: All
Collection 1
Collection 2
Collection 3

Show rows with \$0 Sales

Store #: All
1

Division: All
FASHION
BRIDAL
LOOSE

Ownership: All
Asset

Price Pt: All
\$0-\$100
\$100-\$200
\$200-\$300

Turn Over In Units

Sales Start Date: 4/17/2019
Sales End Date: 4/15/2020
Stock As Of: April 15, 2020
Detail Column: Subtotal
Summary
Detail 2 Column: Subtotal
Summary
By Period: None
Age Column: Age In Location
Apply Filters Clear

Page 1 of 1 Xlsx Report Name: Save

BALANCE TO BUY™
Price Point Analysis Report for VENDOR Created 04/16/2020
Sales between 04/17/2019 and 04/15/2020. Stock as of 04/15/2020
Categories: All, Retailers: SAMPLE Store Number: All, Division: All, TranType: All, Ownership: All

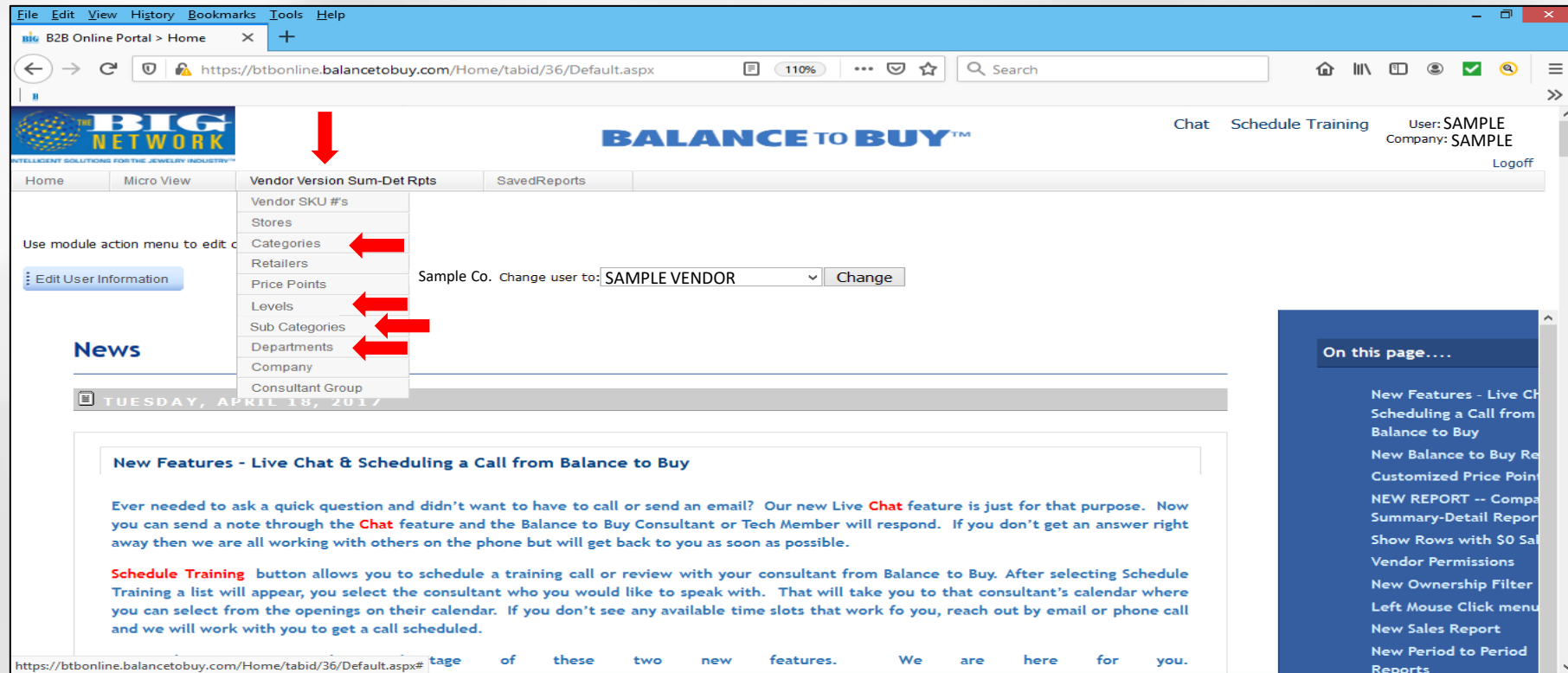
Price Point	SALES		COST OF GOODS		INVENTORY		TURN OVER	AGED		%Aged
	Units	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH		Cost	Units	
\$10000-\$15000	0	\$0	\$0	\$170	1	\$170	0.00	\$170	1	100%
\$7500-\$10000	0	\$0	\$0	\$100	2	\$50	0.00	\$100	2	100%
\$5000-\$7500	1	\$2,845	\$2,845	\$3,190	7	\$456	0.89	\$345	6	11%
\$4000-\$5000	6	\$12,612	\$2,102	\$12,883	14	\$920	0.98	\$405	8	3%
\$3000-\$4000	11	\$18,259	\$1,660	\$26,100	64	\$408	0.70	\$7,411	51	28%
\$2500-\$3000	19	\$23,653	\$1,245	\$21,603	50	\$432	1.09	\$2,530	34	12%
\$2000-\$2500	21	\$22,414	\$1,067	\$19,303	75	\$257	1.16	\$4,089	51	21%
\$1500-\$2000	45	\$34,474	\$766	\$17,843	111	\$161	1.93	\$4,223	71	24%
\$1000-\$1500	80	\$43,701	\$546	\$31,165	148	\$211	1.40	\$6,377	62	20%
\$800-\$1000	55	\$22,191	\$403	\$12,414	46	\$270	1.79	\$3,519	23	28%
\$600-\$800	60	\$18,826	\$314	\$13,028	53	\$246	1.45	\$1,530	15	12%
\$500-\$600	46	\$11,711	\$255	\$7,310	30	\$244	1.60	\$2,183	9	30%
\$400-\$500	45	\$9,451	\$210	\$4,900	24	\$204	1.93	\$814	4	17%
\$300-\$400	26	\$4,404	\$169	\$2,403	16	\$150	1.83	\$30	1	1%
\$200-\$300	11	\$1,537	\$140	\$109	1	\$109	14.10	\$0	0	0%
\$100-\$200	14	\$840	\$60	\$785	15	\$52	1.07	\$685	11	87%
\$0-\$100	10	\$348	\$35	\$35	1	\$35	9.95	\$35	1	100%
Totals	450	\$227,266	\$505	\$173,341	658	\$263	1.31	\$34,446	350	20%
Price Point										
	Units	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH	TURN OVER	Cost	Units	%Aged
	SALES	COST OF GOODS		INVENTORY				AGED		

https://btbonline.balancectobuy.com/VendorVersionSumDetRpts/PricePoints/tabid/202/Default.aspx 1/1

*Data sorted by cost sold as default, but all reports have dynamic sort headers

GENERATE REPORTS

CATEGORY, SUB-CATEGORY, DEPARTMENT, OR LEVEL REPORT– DATA ORGANIZED BY ASSIGNED CLASSIFICATION/CATEGORIZATION*



- Select from the Vendor Version Sum-Det Rpts drop down menu

*Vendor-specified if item catalog is provided, retailer-assigned if not

GENERATE REPORTS

CATEGORY, SUB-CATEGORY, DEPARTMENT, OR LEVEL REPORT– DATA ORGANIZED BY ASSIGNED CLASSIFICATION/CATEGORIZATION

- Report will automatically generate* to show data organized by categorization for all data-sharing retailers for the default rolling 365 day time period
- Choose and select your retailer within the Retailer filter box
- Edit the Sales Start and End Dates to reflect the desired time period, or leave at the default
- Hit Apply Filters

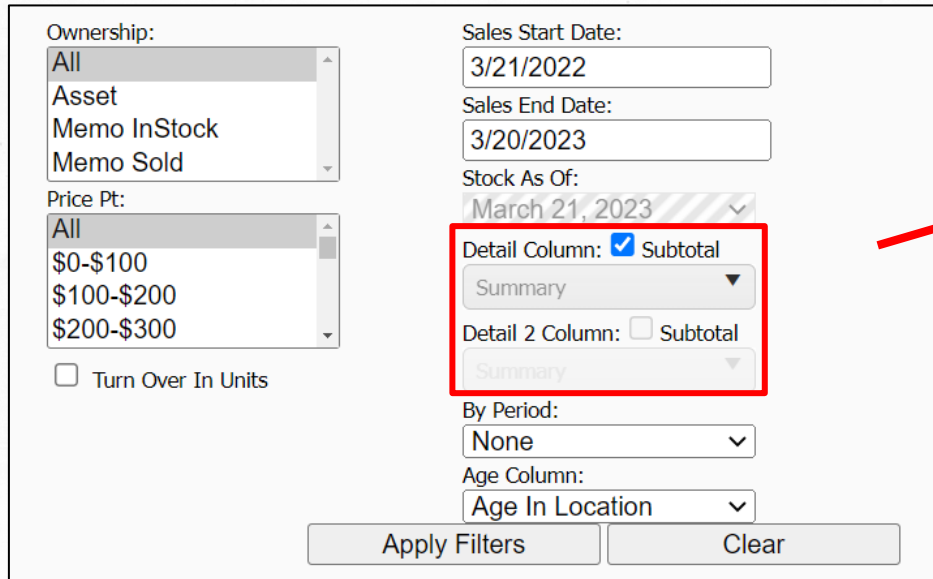
The screenshot shows the 'Balance to Buy' software interface. At the top, there's a navigation bar with options like Home, Essentials, Macro/Micro View, Landscapes, Summary-Detail Reports, Vendor Version Sum-Det Rpts, Users Management, Saved Reports, Learning Center, MAPS, POP, and Demo. The 'Categories' report is selected. Below the navigation bar, there's a 'Report Filters' section with various dropdown menus and checkboxes for filtering data. A red arrow points to the 'Retailer' dropdown, which is set to 'SAMPLE RETAILER'. Another red arrow points to the 'Sales Start Date' field, which is set to '3/20/2022'. The 'Apply Filters' button is highlighted in yellow. Below the filters, there's a table titled 'Category Analysis Report for VENDOR' showing data for 'SAMPLE' retailer. The table has columns for Category, Units, Cost, Avg Cost, Inventory, Turn Over, and Agged. A red arrow points to the 'Cost' column header. The table data is as follows:

Category	Units	Cost	Avg Cost	Inventory	Turn Over	Agged
NECKLACES	209	\$148,148	\$709	\$73,943	121	3%
BRACELETS	118	\$119,379	\$1,012	\$63,801	48	18%
EARRINGS	309	\$100,957	\$327	\$66,376	154	5%
RINGS	177	\$78,978	\$446	\$37,010	80	12%
BANGLES	22	\$26,970	\$1,226	\$14,095	11	38%
PENDANTS	1	\$929	\$929	\$0	0	0%
Totals	836	\$475,360	\$569	\$255,226	414	11%

*Data sorted by cost sold as default, but all reports have dynamic sort headers

DRILL DOWN & DIG DEEPER

DETAIL COLUMNS – BREAK DOWN REPORT BY ADDITIONAL DATA POINT



Ownership:
All
Asset
Memo InStock
Memo Sold

Price Pt:
All
\$0-\$100
\$100-\$200
\$200-\$300

☐ Turn Over In Units

Sales Start Date:
3/21/2022

Sales End Date:
3/20/2023

Stock As Of:
March 21, 2023

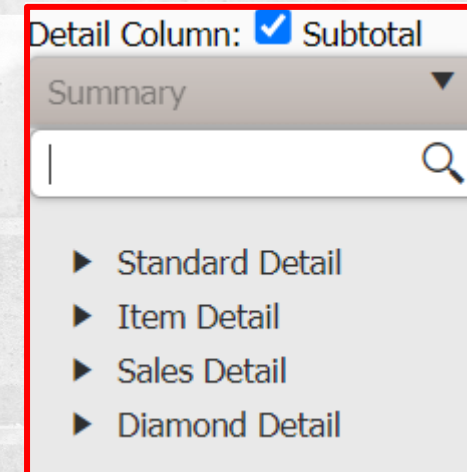
Detail Column: ☒ Subtotal
Summary

Detail 2 Column: ☐ Subtotal
Summary

By Period:
None

Age Column:
Age In Location

Apply Filters Clear



Detail Column: ☒ Subtotal

Summary

Standard Detail

Item Detail

Sales Detail

Diamond Detail

- Detail Column – first additional data point
- Detail Column 2 – second additional data point
- Subtotal Button – uncheck if subtotal by either additional data point is not required
- Type to Search Function – type additional data title in bar and corresponding options will populate
- Hit Apply Filters

DRILL DOWN & DIG DEEPER

DETAIL COLUMNS – BREAK DOWN REPORT BY ADDITIONAL DATA POINT

Standard Detail

Category
Department
Description
Level
Ownership
Price Point
Retailer
Retailer Stock No
Retailer Style
Store
Style
Sub Category
Transaction Type
Territory Manager
Territory RVP

Item Detail

Alt Stock #1
Alt Stock #2
Field 1
Field 2
Field 3
Field 4
Field 5
Location
Metal Type
Retailer Core
Retailer Normalized Category
Serial #
UPC
Vendor Alt Stock #1
Vendor Alt Stock #2
Vendor In Stock
Vendor Invoice
MSRP
First Program
Second Program

Sales Detail

Date Purchased
Date Sold
Day Sold
Time Sold

Diamond Detail


Stone Cert
Stone Clarity
Stone Color
Stone Cut
Stone Lab
Stone Shape
Stone Size
Stone Size Range
Stone Type
Total Diamond Count
Total Diamond Wt
Total Diamond Wt Range

- Standard Detail – standard categorizations and information, designated by either vendor* or retailer
- Item Detail – sku-specific item attribute information, designated by vendor*
- Sales Detail – sale-specific information
- Diamond Detail – diamond-specific information, designated by vendor*

*If item catalog is supplied by vendor

DRILL DOWN & DIG DEEPER

DETAIL COLUMNS – BREAK DOWN REPORT BY ADDITIONAL DATA POINT

<div>  BALANCE TO BUY™ Vendor SKU #s Analysis Report for VENDOR Created 04/16/2020 Sales between 04/17/2019 and 04/15/2020. Stock as of 04/15/2020 Categories: All Retailers: SAMPLE Store Number: All, Division: FASHION, BRIDAL, LOC ...and more. , TranType: All, Ownership: All </div>														
Vendor SKU #	Price Point	Sample Status	SALES		COST OF GOODS		INVENTORY			TURN OVER	AGED			
			Avg DTS	Units	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH		Cost of Aged	Units	%Aged Stock	AVG DOH
SR0000111122	\$1500-\$2000		10	1	\$849	\$849	\$0	0	\$0	1.00	\$0	0	0%	0
SR0000111122	\$2000-\$2500		5	1	\$899	\$899	\$0	0	\$0	1.00	\$0	0	0%	0
SR0000111122	Total	Total	7	2	\$1,748	\$874	\$0	0	\$0	2.00	\$0	0	0%	0
SR0000111123	\$1000-\$1500	SAMPLE 2019	33	2	\$1,220	\$610	\$615	1	\$615	1.98	\$0	0	0%	231
SR0000111123	Total	Total	33	2	\$1,220	\$610	\$615	1	\$615	1.98	\$0	0	0%	231
SR0000111124	\$2000-\$2500	SAMPLE 2019	0	0	\$0	\$0	\$1,095	1	\$1,095	0.00	\$0	0	0%	325
SR0000111124	Total	Total	0	0	\$0	\$0	\$1,095	1	\$1,095	0.00	\$0	0	0%	325
SR0000111125	\$2500-\$3000	SAMPLE 2019	72	2	\$2,398	\$1,199	\$0	0	\$0	2.00	\$0	0	0%	0
SR0000111125	\$3000-\$4000	SAMPLE 2019	0	0	\$0	\$0	\$1,269	1	\$1,269	0.00	\$0	0	0%	136
SR0000111125	Total	Total	72	2	\$2,398	\$1,199	\$1,269	1	\$1,269	1.89	\$0	0	0%	136
SR0000111126	\$2500-\$3000		130	2	\$2,298	\$1,149	\$0	0	\$0	2.00	\$0	0	0%	0
SR0000111126	\$3000-\$4000		3	1	\$1,250	\$1,250	\$1,205	1	\$1,205	1.04	\$0	0	0%	107
SR0000111126	Total	Total	88	3	\$3,548	\$1,183	\$1,205	1	\$1,205	2.94	\$0	0	0%	107
SR0000111127	\$1000-\$1500	SAMPLE 2019	0	0	\$0	\$0	\$585	1	\$585	0.00	\$0	0	0%	325

QUESTIONS?

PLEASE CONTACT THE BIG NETWORK TEAM



Claire Berrios
claire@bigjewelers.com



Jacqui Hughes
jacqui@bigjewelers.com



Margaret Victory Lunsford
margaret@bigjewelers.com

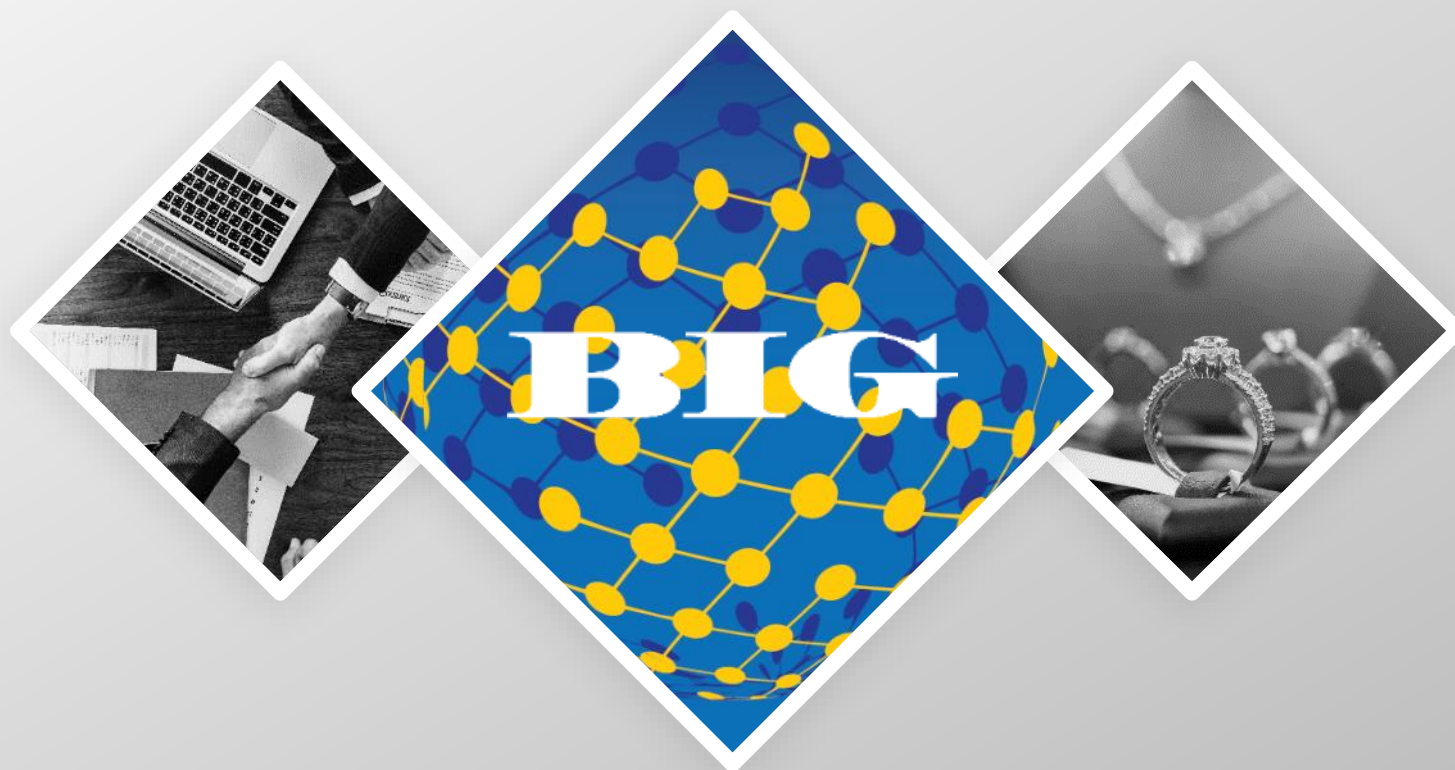


Abe Sherman
abe@bigjewelers.com



Katie Harmon
katie@bigjewelers.com





THE BIG NETWORK™

A PROGRAM TO FACILITATE COLLABORATION