



**Katzscan's Big Retail Ready Course Introduction**

**Norman Katz**  
Katzscan Inc.  
www.katzscan.com

*Introduction to Katzscan's Big Retail Ready™ course.*

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**Course Introduction Overview**



- Your Presenter
- Course History
- Course Purpose
- A Bit About Big Retail
- Course Modules
- Course Takeaways

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**About Your Presenter**



**Norman Katz**  
President  
Katzscan Inc.  
*founded on  
January 1, 1996*



- US national and international book author, speaker & writer
- Expert in ERP, EDI, barcodes since 1992 / 1991
- **Supply chain vendor compliance since 1992**
- Business performance, data analysis, operations

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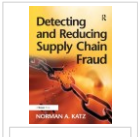
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**Your Published Presenter**





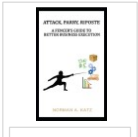
August 2012

www.supplychainfraud.com



December 2015

www.vendorcompliance.info



November 2020

www.attackmeansrevenge.com

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**Course History**



2009: Developed by Katzscan as VICS committee member

2012: VICS merged with GS1US

2013: Course intellectual property reverted back to Katzscan

2015: Included content in Vendor Compliance book

2021: Course updated and re-launched

**"An educated vendor is a non-disruptive vendor."  
Norman Katz, Katzscan Inc.**

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**Original Course Peer Review with VICS** 

Retailers & Organizations DISCLAIMER !!!

- **GS1US**
- **West Marine**
- **JC Penney**
- **Sears**
- **Lord & Taylor**
- **Big Lots**
- **Meijer**

*There is no endorsement – explicit or implied – by any of the people, companies, or organizations who reviewed the course in the course, myself, or Katzscan.*

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**What Is This Course About?** 

- An overview of Big Retail technical and operational B2B/B2C requirements
- **Supply Chain Vendor Compliance**
- Ensuring that you are ready for what Big Retail B2B/B2C requires



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**Purpose Of This Course** 

- **Essentials** with some advanced knowledge of Big Retail's requirements
- To start you on your retail supply chain education journey
- Course applicable to other industries too
- To get you to look before you leap



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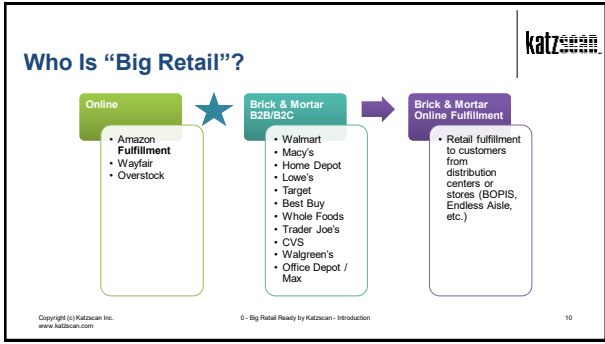
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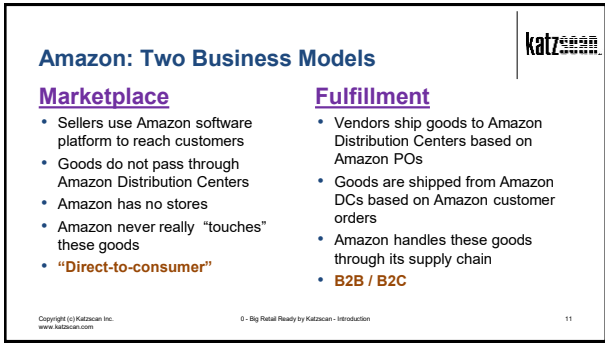
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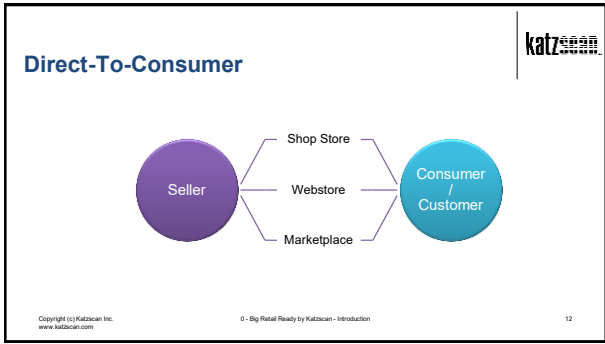
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**Big Retail: B2B & B2C**

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**Why Go Big Retail B2B/B2C Fulfillment?**

- More product exposure
- National / regional product coverage
- Sales growth
- Add new products
- Beat your competition
- Fulfill your wildest dreams

**If the retailer has to touch your goods, you will have supply chain requirements and financial penalty ("chargeback") infraction concerns.**

**And this is why you need this course.**

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**Course Time Commitment**

- Each module is just over 30 minutes.
- Total course time is approximately 4 hours.
- The entire course can be completed in 1 day.

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**Big Retail Ready Course Modules**

1. Getting Ready For Big Retail
2. Key Aspects Of Vendor Compliance
3. Introduction To Electronic Data Interchange
4. Barcode Labels & RFID Tags
5. Data Management & Software Integration
6. Avoiding Common Chargebacks & Error Handling

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**Module 1**

**Getting Ready For Big Retail**

Covers foundational operational, technical, and company management aspects for Big Retail preparation.

*Software, operational, accounting, and staffing impacts.*

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**Module 2**

**Key Aspects Of Vendor Compliance**

Covers fundamental operational and technical components of retail supply chain vendor compliance.

*Document management is key to vendor compliance success.*

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**Module 3**

**Introduction to Electronic Data Interchange (EDI)**


Covers EDI as a data standard, components of an EDI solution, and key retail EDI documents.

*Internals of an EDI transaction, EDI transactions used in retail.*

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**Module 4**

**Barcode Labels and RFID Tags**


Covers fundamental knowledge on how to successfully print barcode labels and RFID tags.

*Successful labels and tags requires thoughtful environmental review.*

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**Module 5**

**Data Management and Software Integration**


Covers item data management, ERP-EDI example, and strategic use of advanced EDI documents.

*Data management and analysis is critical to successful supply chain execution.*

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**Module 6**

**Avoiding Common Chargebacks and Error Handling**

Covers common chargebacks, proactive avoidance tips, and error handling guidance.

*The best way to reduce chargebacks is to avoid them in the first place.*

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**Is Big Retail B2B/B2C Right For You?**

- ✓ Start with a marketplace
- ✓ Test products and their features
- ✓ Learn how to be a bigger business
- ✓ Grow a customer base

- Amazon Marketplace
- Any retailer marketplace
- Etsy
- Faire
- Mall kiosk

**This course will help you to answer this critical question!**

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**End-to-end execution is everything!**

- We live in a commoditized world.
- You want your competition's business.
- Your competitors are hungry for your business.
- Disruption is a supply chain relationship destroyer.
- You – the retail vendor – own all of this.

**Don't be the disruptive partner in the vendor-retailer relationship!**

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**Big Retail Ready Course Modules**



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**Contact Information**



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Eastern Standard Time

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**www.katzscan.com**



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