

# Thank you for participating in the OpenText/GXS and Stage EDI & Extended Attribute Session

- ✓ The call will run for approximately 1 hour
- ✓ The line will remain silent until the start of the call
- ✓ All lines will be muted. Any questions can by submitted via the on WebEx menu (upper right-hand corner of your screen)
- ✓ All submitted questions will be answered and posted to the Stage Landing Page (http://www.opentext.com/what-wedo/products/business-network/customers/stagevendorportal)
- ✓ This session will be recorded. The recorded session will be posted to the Stage Informational Landing Page.

# **OPEN TEXT**



# Stage EDI & Extended Attributes Initiative

August, 2016



### Agenda



- Introduction
- 5 Great Names, 1 Great Concept
- Expectations
  - ✓ EDI
  - Catalogue
- Stage Item Setup Process
- Time Savings using OpenText Active Catalogue
- Impacts of Attributing
- GS1 Approved Extended Attributes and Images
- Preparing and Loading Items into OpenText Active Catalogue
- Additional Requirements and Call Outs
- Reference Tools
- Wrap-up







- Tassy Beasley GVP Merchandising Operations
- ❖ Subha Balasubramanian VP Supply Chain & Merchandise Sys.

### **OPEN TEXT**

- ❖ Ella Mui Customer Manager <u>EMui@opentext.com</u>
- ❖ Don Wiener Director Retail Accounts <u>DWiener@opentext.com</u>
- ❖ Steve Williams Retail Sales Executive <u>stevewil@opentext.com</u>



# 5 Great Names, 1 Great Concept

We give her the style and value she loves, for all the stages she's on and all the stages she's in. We are her Stage.

#### **Company Profile**

- Corporate Headquarters located in Houston, Texas
- Approximately 800 stores in 38 states across the US
- Average store size is 18,000 selling square feet
- Fiscal Year 2015 sales of \$1.6 Billion
- Approximately 14,500 employees



### **Expectations**

#### EDI and Extended Attribute Letter Notice



July 11, 2016

Dear Vendor

There are two important topics we would like to update you on via this letter and subsequent Webinars.

First, Stage has selected OpenText GXS as their approved EDI service provider. The primary reasons we made this decision is to increase the efficiency of our supply chain and reduce/eliminate unnecessary costs by exchanging EDI data directly with OpenText GXS. We believe our partnership with OpenText GXS will provide Stage the level of visibility and viability for our B2B program in the long term.

- <u>No action is required if you</u> are using a mailbox with OpenText (Inovisworks, TGMS or Easylink)
- <u>Action is required if</u> you are presently using a VAN other than OpenText (Inovisworks, TGMS or Easylink).

Secondly, as you have seen, Stage is quickly growing our Ecommerce sales in order to provide a seamless shopping experience to our customers. This requires us to change some of our systems and processes in order to deliver the best user experience. Product attributes are a critical component to continue our growth. We need your help to accurately provide product attributes, features, benefits and product images to seamlessly offer our customer what she wants through all of our selling channels.

Effective September 15, 2016, you will be required to provide these
extended product values in GXS at least eight (8) weeks prior to the
purchase order Start Ship date.

Please RSVP (<u>Click here to Register</u>) and attend one of our scheduled Webinars for further information:

August 9, 2016 at 2:00 CST August 10, 2016 at 10:00 CST

Thank you in advance for your partnership as we mutually work together to improve the efficiency in our business operations. We look forward to working together to service our customers.

#### Questions'

- OpenText Customer Support (<u>cataloguesupport@qxs.com</u> or +1 800-334-2255, Option 2, 5, 2)
- Stage....(edigroup@stagestores.com) 713-331-7116

 Start working with GXS to learn the upload Process

 Visit OpenText/GXS Landing Page created especially for Stage's initiatives

http://www.opentext.com/whatwe-do/products/businessnetwork/customers/stagevendor portal

# **Data Exchange - EDI**



Increase the efficiency of our supply chain and reduce/eliminate unnecessary costs by directly exchanging EDI data directly. We believe our partnership with OpenText GXS will provide Stage the level of visibility and viability for our B2B program.

# For Vendors Not Using EDI...Here are the Benefits



Expedite transmission



Automated Data Entry



Receipt Verification



Data Validation



Faster Processing



Building Long-Term Relationships







### **Item Setup Process**



Vendor provides Stage attributes in (OpenText)



Buyer builds Assortment (BWM)



Item Set Up (Retek)



PO Download (Retek)



Web Center (Retek)





### **Item Setup Process**

- ✓ Vendor provides Stage required attributes in OpenText Active Catalogue
  - Preferably prior to market visit/line review but shortly after is acceptable
- ✓ Assortment Builder Buyer defines the styles (ex. description, cost, retail). Unit quantities are also determined at this time.
- ✓ Item Set Up Buyer sends styles to Item Set Up (ISU). Attributes pulled in from OpenText (ex. Brand, sleeve length). Buyer assigns further attributes to the styles (ex. Season Code, Customer). From here buyers can send styles to be created or continue into eCommerce set up.
- ✓ eCommerce Set Up Buyer creates PID (Product ID) and attaches attributes that determines the left navigation for the website.
- ✓ PO Download Buyer sends styles and quantities to create PO's.
- ✓ Web Center Buyers adds pictures to the style and track them through the eCommerce onboarding process (ex. copy, photo studio). NOTE: If pictures are available through OpenText, those will be used for Web Center.

Stage strives to reach the point where all "PO Ready" attributes can be directly consume

from OpenText Active Catalogue

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# **Item Information - Catalogue**



Our goal is to capture the most essential product information from vendors as *early as possible* in the buying or production cycle so that we can make better curation and forecasting decisions as well as use that information down-stream to improve our customer service.



# **Benefits: Populating Attributes OpenText GXS**

Vendor Benefits	Stage's Benefits
Consistent brand representation across all brands and retailers	Creates a homogenous customer experience for Omni-Channel
Lessens manual workload often done by local sales reps; information becomes centralized	Consistent format and receipt of information from vendors and reduces mistakes
Produces one set of attributes & images for all retailers	Eliminate judgment calls due to lack of data, i.e., assume leather is fake when it is real
Eliminates time mailing and tracking samples to send from one retailer to another	Less errors in matching images/samples and attributes to products
Shortens cycle time to Stage.com resulting in additional sales	Reduces cycle time to Stage.com resulting in additional sales



### Time Savings – OpenText GXS Catalogue

- Publishing data in the OpenText GXS Active Catalogue will reduce additional work filling out templates
  - You already provide part of what we need in the Catalogue it makes more sense to use the Catalogue as a system of record versus you supplying these data points
- To start, we are not asking for more information than some of your other partners
  - We focused our list off of requirements you are already supplying to other retail partners
- Some vendors claim to have seen a reduction in the time spent on sharing information for Item Set-up!



# **Impacts of Attributing**

<b>Business Function</b>	Reasons
eCommerce	<ul> <li>Enhance Search Engine Optimization (SEO)</li> <li>Additional selling features improve sales</li> <li>Customers want more information for better purchasing decisions</li> <li>Automated process improves cycle time to website</li> </ul>
Buying & Planning Merchants	<ul> <li>Review image at time of PO entry</li> <li>Utilize attributes for enhanced reporting and allocation to stores</li> </ul>
Supply Chain	<ul> <li>Hazardous materials for package handling</li> <li>Dimensional/weight information for fast put away at Facility Center</li> <li>Images assist Facility Center associates with picking &amp; packing customer orders</li> </ul>
Stores	- Images to help with store fulfillment and promotional event set up
Tax	- Attributes to support various tax rules in store and online. For example, SPF is tax exempt in Texas
Legal	- Necessary for complying with US Dept. of Commerce rules, i.e., animal fur name

### PO vs. Sales Attributes

# Attributes necessary for Purchase Order:

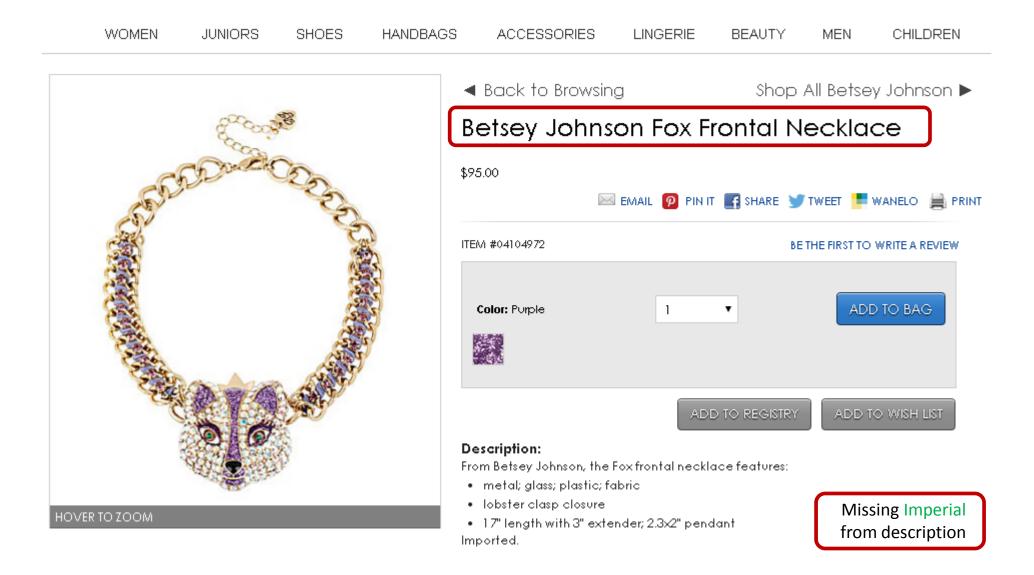
Attribute	Example of Attribute Value
Style Number	0307J22
Style Description	Printed Sheath Dress
NRF Color Code	400
Color Description	Navy/White
NRF Size Code	00006
Size Description	6
UPC Number	0438528126115
Cost	\$22.00
Retail	\$74.00



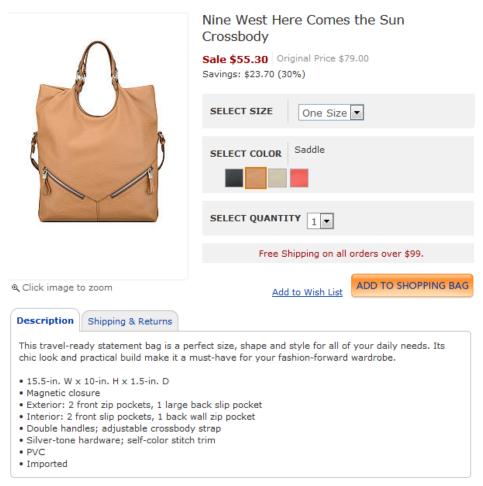
# Additional attributes that drive sales:

Attribute	Example of Attribute Value
Brand	AGB
Neckline	Scoop
Sleeve Length	Cap sleeve
Closure	Button-and-loop
Length	30"
Country of Origin	Imported
Collection Name	Southern Charm
Fabric Content	Polyester/Spandex
Care Instructions	Machine Washable

### **Information Drives Sales**



### **Additional Images Drive Sales**



- Additional images needed to show consumer the inside/outside of bag
- Consumers would also like to see a mannequin shot
- Visibility to the crossbody strap

### **Content Supports Tax & Legal Requirements**



An SPF attribute on this product is necessary to support state tax laws

Note: Item is was not populated with the actual size. Customer wants to know how many fluid ounces they get for the price

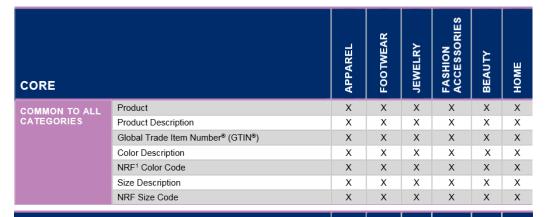
### **GS1 US Retailer Attribute Requirements Matrix**



Retailer '	Time Table	Amazon	Belk	Boscov's	Dillard's	Macy's	Nordstrom	Bon-Ton	LIDS Sports Group
_	Letter Sent	9/4/2015	3/16/2015	TBD	9/30/2014	2/6/2015	10/15/2013	3/18/2016	2/6/2015
	Retailer Ready	11/1/2015	1/1/2016	01/01/16	1/1/2015	4/15/2015	Q4 2016	6/1/2016	4/15/2015
	Supplier Due Date	11/1/2015	7/7/1905	7/7/1905	2015	8/28/2015	Q4 2016	6/1/2016	8/28/2015
lmages		Amazon	Belk	Boscov's	Dillard's	Macy's	Nordstrom	Bon-Ton	LIDS Sports Group
	Images Required	TBD	X	Х	Х	Х	Х	Х	Х
	Pull from supplier URL/FTP site	TBD	x	x	x	х	х	х	х
	Pull from Third Party Catalog	TBD	х	х	х	х	х	х	х
	Cloud Based Service	TBD							TBD
	Retailer Portal	TBD	X	TBD	Х	Х	Х	X	TBD

- ✓ Outlines the expected trading partner timelines and attributes requirements
- ✓ For more information, refer to <a href="http://www.opentext.com/what-we-do/products/business-network/customers/stagevendorportal">http://www.opentext.com/what-we-do/products/business-network/customers/stagevendorportal</a>
- ✓ GS1 US Retailer Attributes Requirement Matrix

### **GS1** Extended Attributes



E-COMMERCE		APPAREL	FOOTWEAR	JEWELRY	FASHION ACCESSORIES	BEAUTY	номе
COMMON TO	Advertised Origin	Х	X	Х	Х	Х	Χ
MOST	Brand Name	X	X	X	X	X	X
CATEGORIES	Care Information	X	X		X		X
	Consumer Item Depth			X	X		X
	Consumer Item Height			X	X		X
	Consumer Item Length	Х		Х	Х		X
	Consumer Item Width	X		X	X		X

E-COMMERCE (continued)		APPAREL	FOOTWEAR	JEWELRY	FASHION ACCESSORIES	BEAUTY	номе
APPLICABLE TO	Aerosol Product					X	X
SPECIFIC	Boot Leg Circumference		X				
CATEGORIES	Boot Shaft Height		X				
	Closure	X	X	Х	X		X
	Collar Type	X					

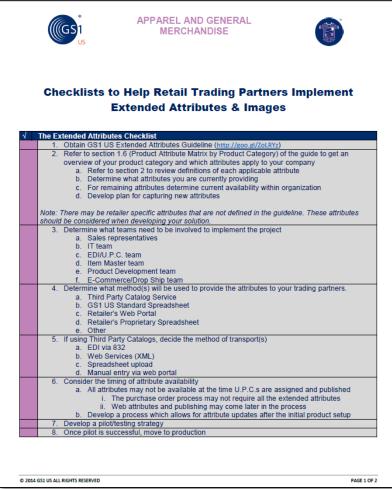


The example here is taken from the GS1 Extended Attribute Guide Release 2

- Released May 2015
  - Added additional attributes
  - Added code lists
- Current Guideline is available on the GXS landing page:
  - http://www.opentext.com/what-wedo/products/businessnetwork/customers/stagevendorportal The example here is taken from the GS1 Extended Attribute Guideline R2.0
- Attributes that do not apply to a item, will not need populated:
  - Example #1 = <u>Collar Type</u> if a collar isn't present on item, do not populate.
  - Example #2 = <u>Boot Shaft Height</u> doesn't apply to shoes, no need to populate.



- Visit the website
   http://www.opentext.com/what-we-do/products/business-network/customers/stagevendorportal for more information that can help you implement a strategy within your company
  - Stage's Extended Attributes Requirements
  - GS1 Extended Attribute Guideline





# Approved Extended Attributes Vendors are loading these attributes today

#### **Core Attributes**

GTIN® (Global Trade Item Number®)	Product Description	Size Description	Color Description
Product	NRF Size Code	NRF1 Color Code	

#### **Extended Attributes**

Advertised Origin	Consumer Package Height	Fur Animal Name	Platform Height
Aerosol Product	Consumer Package Width	Fur Country of Origin	Sleeve Measurement
Boot Leg Circumference	Consumer Product Capacity or Volume	Fur Treatment	Sleeve Type
Boot Shaft Height	Consumer Quantity of Units in Consumer Package	Gold Karat	Sole Type
Brand Name	Country of Origin	Handbag Shoulder Drop	Special Handling Code
Care Information	CPSIA2 Flag	Harmonized Tariff Schedule Code	Special Item Code
Closure	Discontinue Date	Hazardous Material Class Code	Stone Details
Collar Type	Does Not Contain	Hazardous Material Description	Supplier Suggested Retail
Consumer Available Date	Earring Drop	Heel Height	Supplier Wholesale Price
Consumer Item Depth	Fabric or Material Description	Key Active Ingredient	Team Name
Consumer Item Height	Faux Fur	Lead Time	Vendor Collection Name
Consumer Item Length	Features – Benefits – Marketing Message	Lining Material	Warranty Description
Consumer Item Width	First Avail Ship Date	Min Order Quantity	Watch Band Width
Consumer Package Depth	First Order Date	Order Quantity Multiple	Watch Case Size
Consumer Package Gross Weight	Full Product Name	Pant Inseam Length	



### Stage Minimum Attribute Requirements

#### **Core Attributes**

GTIN® (Global Trade Item Number®)	Product Description	Size Description	Color Description
Product	NRF Size Code	NRF1 Color Code	

#### **Extended Attributes**

Advertised Origin	Consumer Package Height	Fur Animal Name	Platform Height
Aerosol Product	Consumer Package Width	Fur Country of Origin	Sleeve Measurement
Boot Leg Circumference	Consumer Product Capacity or Volume	Fur Treatment	Sleeve Type
Boot Shaft Height	Consumer Quantity of Units in Consumer Package	Gold Karat	Sole Type
Brand Name	Country of Origin	Handbag Shoulder Drop	Special Handling Code
Care Information	CPSIA2 Flag	Harmonized Tariff Schedule Code	Special Item Code
Closure	Discontinue Date	Hazardous Material Class Code	Stone Details
Collar Type	Does Not Contain	Hazardous Material Description	Supplier Suggested Retail
Consumer Available Date	Earring Drop	Heel Height	Supplier Wholesale Price
Consumer Item Depth	Fabric or Material Description	Key Active Ingredient	Team Name
Consumer Item Height	Faux Fur	Lead Time	Vendor Collection Name
Consumer Item Length	Features – Benefits – Marketing Message	Lining Material	Warranty Description
Consumer Item Width	First Avail Ship Date	Min Order Quantity	Watch Band Width
Consumer Package Depth	First Order Date	Order Quantity Multiple	Watch Case Size
Consumer Package Gross Weight	Full Product Name	Pant Inseam Length	

Images – Please refer to Stage's Informational Landing Page (Checklist for Vendors Implementing Images and Attributes)

### **Attribute Definitions**

#### Can be found under OpenText/GXS Stage Informational Landing Page



GXS Catalogue UI Display Name	GS1/VICS attribute name	EDI - 832 Location	Attribute Description
Advertised Origin	Advertised Origin	PID01(F) PID02(GS) PID05	The advertised or claimed origin of the product
Aerosol, Y/N	Aerosol Product	PID01(F) PID02(PFK) PID05	Flag indicates that GTIN contains aerosol
Available Date	First Avail Ship Date	DTM01(018) DTM02	Date GTIN available for shipping; must follow ITEM.BOOKING_DATE
Booking Date (Item Effective Date)	First Order Date	DTM01(092) DTM02	Date GTIN available for ordering; must precede ITEM.AVAILABLE_DATE.END when both are provided; must precede ITEM.AVAILABLE_DATE.CONSUMER when both are provided
Boot Leg Circumference	Boot Leg Circumference	MEA01(PD) MEA02(LS) MEA03 MEA04	Measurement around the shaft of the boot at its largest part
Closure	Closure	PID01(X) PID02(84) PID03(AS) PID04(CLOSURE) PID05	Type of closure for the product
Collar Type	Collar Type	PID01(X) PID02(84) PID03(94) PID04(COLLAR) PID05	Collar style
Consumer Availability Date	Consumer Avail Date	Header and Detail DTM01(614) DTM02	First date the buyer is allowed to sell the GTIN to consumers; requires ITEM.AVAILABLE_DATE; must follow ITEM.AVAILABLE_DATE; must precede ITEM.AVAILABLE_DATE.END when both are provided
Consumer Package Contents	Consumer Quantity of Units in Consumer Package	G5513	Contents in consumer package (for example, 1000 nails)
Consumer Package Gross Weight	Consumer Pkg Gross Weight	G5523 G5524(G)	Gross weight of consumer package; must be greater than or equal to ITEM.CONSUMER_ITEM_WEIGHT
Consumer Package Height	Consumer Pkg Height	G5505	Vertical dimension of package measured in upright position; requires ITEM.CONSUMER_PACKAGE_LENGTH and ITEM.CONSUMER_PACKAGE_WIDTH
Consumer Package Length	Consumer Pkg Length	G5509	Longest horizontal measurement of the package in the upright position; requires ITEM.CONSUMER_PACKAGE_WIDTH and ITEM.CONSUMER_PACKAGE_HEIGHT
Consumer Package Volume (Cube)	Consumer Product Capacity or Volume	G5511	Volume of consumer package
Consumer Package Width	Consumer Pkg Width	G5507	Shortest horizontal measurement of the package in the upright position; requires ITEM.CONSUMER_PACKAGE_LENGTH and ITEM.CONSUMER_PACKAGE_HEIGHT
Country of Origin	Country of Origin	N101(CT) N103(38) N104	Country where GTIN is manufactured; multiline up to 3 occurences allowed

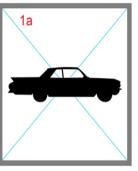
### **GS1 Industry Standard Guidelines for Images**

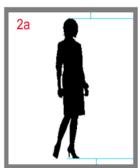
Consistent Image Size and Format

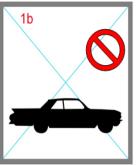


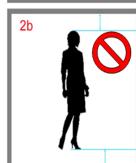
- JPEG level 10 compression
- RGB 8 bit per channel
- Background
  - White (RGB 255/255/255)
- Image Size
  - Minimum size 2400 x 2400 pixels
  - Maximum size 4800 x 4800 pixels
  - 300 ppi
  - Centered
    - 5% Maximum White Space On Either End of Largest Image Axis





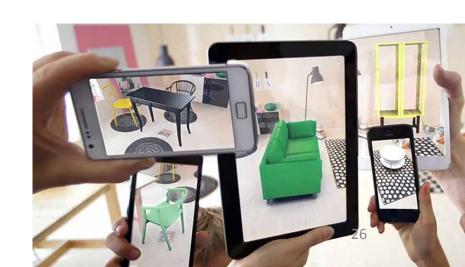








# How Vendors Use the Catalogue





### **OpenText/GXS Active Catalogue**

#### What is the Active Catalogue:

- Retail industry's leading product data synchronization application
- Allowing marketers, manufacturers and suppliers to share their latest product information such as price, style, color, size and more than 600 additional product attributes with retailers.
- Provides extensive data validations and comprehensive data attribute support. GXS
   Catalogue enables better management of new item introductions and item maintenance processes

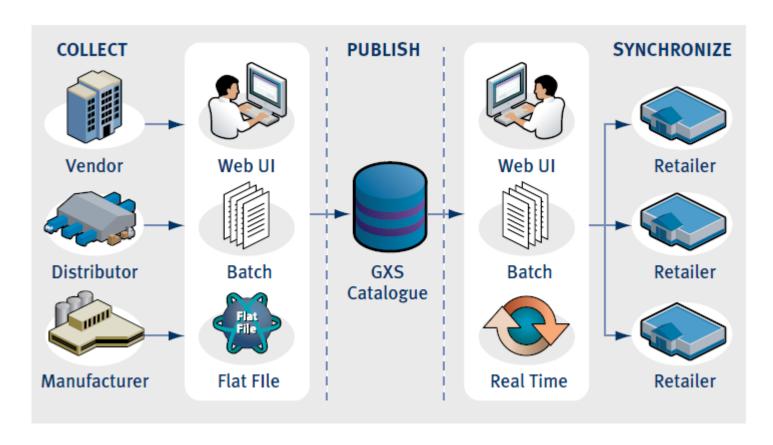
#### **Key Statistics:**

- Over 190 million items stored
- Over 600 attributes
- Over 6,000 suppliers/manufacturers/distributors
- Over 200 retail hubs





### **OpenText/GXS Active Catalogue**



OpenText/GXS Active Catalogue enables item synchronization for all of your trading partners through a single source



### **Preparing to Load Attributes**

- Understand the required attributes
  - ✓ Review Stage's and OpenText/ GXS extended attribute information
  - ✓ Review online resources (Stage's Landing Page or online OpenText GXS Active Catalogue documentation) to identify what attributes you should be providing
- Publish your data using the GS1 industry standard/Catalogue attribute format
  - ✓ Guides and Templates available at http://http://www.opentext.com/what-we-do/products/business-network/customers/stagevendorportal
  - ✓ Update your processes to support the required attributes (EDI maps, User Interfaces, etc.)
  - ✓ Guides and Templates available at <a href="http://www.opentext.com/what-we-do/products/business-network/customers/stagevendorportal">http://www.gxs.com/catalogue\_extended\_attributes</a>



### **How Vendors Use the GXS Catalogue**

- Vendors can access their catalogues in a number of ways
  - **√**832
  - ✓CSV
  - ✓ Web User Interface (UI)
  - ✓ Web Services
- No method is mutually exclusive. Most vendors use a combination of methods to publish and update their item information.
- If using GXS to host images you must use
  - ✓ Web Services
  - ✓ User Interface (UI)
- EDI 832 does not support loading physical images
  - ✓ Supports the Image URL and image information

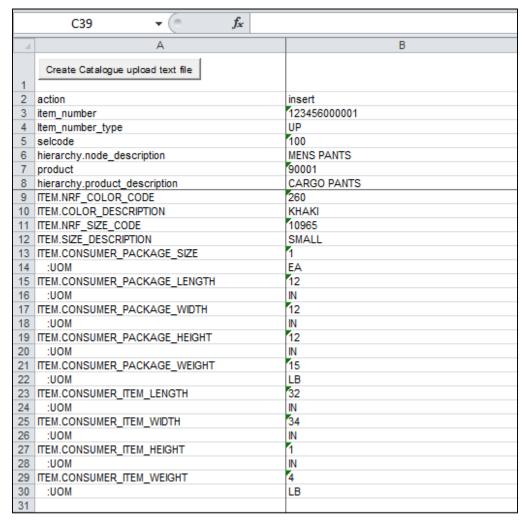


# **Uploading Attributes via the Web**

<b>GXS</b> Active <sup>™</sup> Catalogue	You are logged in a	as: QVEN630 for VEN	DOR DEMONSTRATION (	(124154612043)			
Catalogue			List > GTIN Detail (Ed	dit)			
Selection Code List  Advanced Search  Download Basket	GTIN Create Date Product Selection Code	978072555561 07/13/2014 22:55:53 987AB234 986 UP <u>0</u>	Manufacturer of Goods Last Update Date Product Desc Product Ext Desc Selection Code Desc Trade Name	VNECK TSHIRT VNECK TSHIRT WITH PRINT			
Data Management  ▶ Error Processing [0]  ▶ EDI Management Console	Pack Components Containers			DDS TEST ITEM:	S		
<ul> <li>▶ Text File Upload</li> <li>▶ Text File Download</li> <li>▶ Compliance Checks</li> <li>▶ Compliance Reports</li> </ul>	Change Attribute Filter GMA Filter Extended  Change filter to desired Trading Partner						
NRF	top						
Account	Common Retail  Prepack/Container Code						
Product Documentation  Administration	NRF Color Co	de	101 Find				
	Color Descript	tion	OFF WHITE				



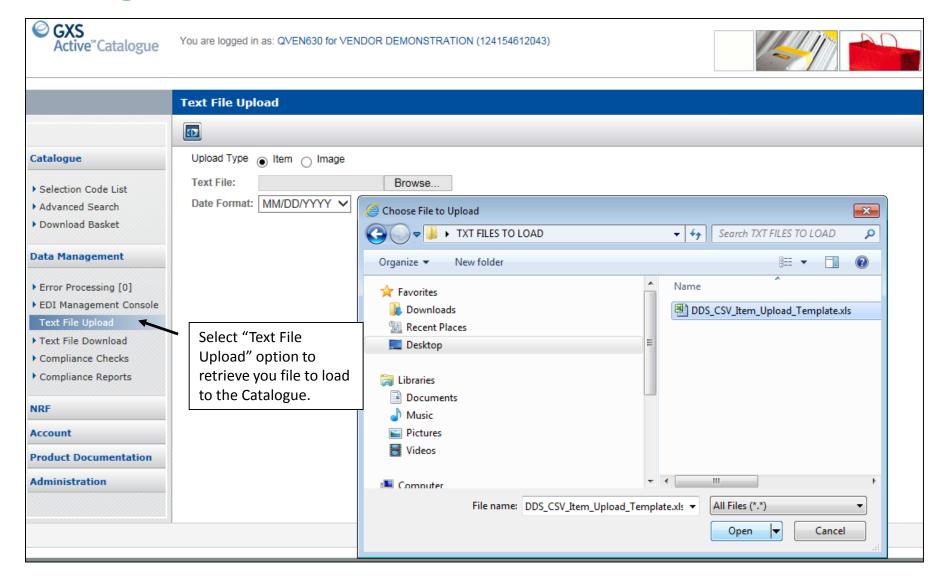
- Download the CSV template from the Trading Partner landing page <a href="http://www.opentext.com/what-we-do/products/business-network/customers/stageven-dorportal">http://www.opentext.com/what-we-do/products/business-network/customers/stageven-dorportal</a>
  - OpenText GXS Active Catalogue Extended Attribute Template
- Fill out the CSV template offline with all of the required information.
- Once complete, convert the file to a text file, and save to a location on your computer.







### **Uploading Attributes via a CSV File**





- If you are currently updating your Catalogue with the 832, you can reference the batch guide when adding additional attributes to your map
- This is available to download on the OpenText GXS Active Catalogue website, as well as the Extended Attribute Guideline



832 (v4030) Batch Guide for Vendors



# Stage's Requirements & Call Outs





### **Image and Content Requirements**

- Populate all relevant product attribute information in GXS following the GS1 'Voluntary Guidelines for Exchanging Extended Attributes for Ecommerce'
- Provide product images in accordance with the GS1 Guidelines
- Ensure all items are set up in GXS with appropriate attributes populated at least 8 weeks prior to Start Ship Date
- Although Stage will require extended attributes by September 2016, we encourage you to begin populating extended attributes in GXS sooner





Stage is asking that "Unrestricted" access be granted and GMA Compliance Checks turned 'ON'. This request is to prevent incomplete UPC data from flowing to Stage and causing downstream issues

Trading Partner Name △	Account Number	Subscription Date	Last Access Date	Access Type
SPECIALTY RETAILERS INC.	86135630000	Mar 29, 1994	Jun 30, 2016	<ul><li>Restricted</li><li>Selection Code</li><li>Unrestricted</li></ul>

- ➤ Stage Catalogue Account ID = 086135630000
- ➤ A step by step document on how to grant access can be found in the 'Product Documentation' section of the Catalogue User Interface or contact OpenText GXS directly.



### Stage EDI & Extended Attributes Webinars

✓ August 9, 2016 2:00 pm Central

✓ August 10, 2016 10:00 am Central

\*\*Note that the sessions will be recorded. The recorded session will be posted to the Stage Informational Landing Page <a href="http://www.opentext.com/what-we-do/products/business-network/customers/stagevendorportal">http://www.opentext.com/what-we-do/products/business-network/customers/stagevendorportal</a>



### **Q & A Session**



#### Stage Extended Attribute Letter

http://www.opentext.com/what-wedo/products/businessnetwork/customers/stagevendorportal

## OpenText/GXS Stage Informational Landing Page

http://www.opentext.com/what-wedo/products/businessnetwork/customers/stagevendorportal

# OpenText/GXS Extended Attribute and Image informational page

http://www.gxs.com/catalogue\_extended\_attributes

### OpenText/GXS Active Catalogue Documentation

- https://catalogue.gxs.com/QRSGUI/jsf/login/login.jspx
- \*Updated documentation under 'Product Documentation" in GXS Catalogue UI
- \* FAQ can be found at <a href="http://www.opentext.com/what-we-do/products/business-network/customers/stagevendorportal">http://www.opentext.com/what-we-do/products/business-network/customers/stagevendorportal</a>

#### **OpenText Active Catalogue Support:**

1-800-334-2255 Options 2,5,2

or

#### **Email Catalog Customer Support:**

cataloguesupport@opentext.com

#### OpenText/GXS Contacts:

Ella Mui – Customer Manager
EMui@opentext.com

Don Wiener – Director Retail Accounts

<u>Dwiener@opentext.com</u>

Steve Williams – Retail Sales Executive <a href="mailto:stevewil@opentext.com">stevewil@opentext.com</a>

#### Stage Contact:

edigroup@stagestores.com 713-331-7116