

Promotions

Our world today: When UCSF calls your company to order products you inform them of promotions, discounts, 2-for-1 deals, free samples, etc. Your sales reps visit the UCSF campus and offer lab personnel special deals and promotions. You advertise. To take advantage of these offers, end users place orders over the phone, or a sales rep places the order for them.

Our world tomorrow: You will still offer your promotions the same way, but end users will place orders differently. UCSF will be trained on the below process.

Pilot period and Phase I

EDI Vendors – As we are not sending PO comments via EDI, all promotions must be ordered the same way they are today (outside the system).

Non-EDI Vendors - The comments field on the PO can contain special instructions for promotions. Please train your customer service teams to read the comments on the PO for these special instructions. Do not include a line item on the invoice for any “free” products you provide.

Promotions that will be ordered via the P2P system

- Catalog items with the following types of deals
 - 2-for-1
 - buy 2 get one free
 - buy one get one free, etc.

Promotions that will NOT be ordered via the P2P system
(End users will place these orders as they do today so that the invoice will always match the PO price)

- Promotions for non-catalog items
- Percent discount off catalog price

Phase II

Phase II of our project will enable “Special Requests.” End users will be able to reference quotes, percent discounts off list price and other special deals. Special Requests can be sent to all vendors. More information will come your way as the enablement of this feature approaches (late 2008).