

Walmart SOP: Walmart Core Terminology and Definitions

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Walmart Core Terminology and Definitions



Who is this for: This SOP is intended for Walmart sellers, including suppliers, vendors, and marketplace sellers who need to understand the specific terminology used by Walmart.



Objective: To provide a comprehensive understanding of the key terms and definitions used in various aspects of Walmart's operations, including vendor agreements, supplier performance tracking, payment methods, and marketplace seller guidelines.

• **9 digit Supplier Number**

- A unique commercial identifier is used to identify a supplier in various business transactions. The number is composed of nine digits, where the first six digits represent the vendor number, the next two digits represent the department number, and the last digit represents the sequence number that is available for the buyer to use. This number is assigned to a supplier by the buyer and serves as a reference for various aspects of the vendor agreement, including payment terms, shipping details, and other contractual obligations. The 9 Digit Supplier Number is used to facilitate efficient and accurate communication between the buyer and supplier.

Business Support Manager (BSM)

- A BSM is a Walmart employee who provides support to the store management team and helps to ensure that the store is running smoothly. They may be responsible for tasks such as scheduling, ordering supplies, and managing inventory.

Line Review

- A Line Review is a process by which Walmart evaluates a supplier's product line to determine whether it is a good fit for the store's customers. This process involves reviewing the supplier's product offerings, pricing, and marketing strategies.

Sequence Number

- A Sequence Number is a unique identifier assigned to a product or item in Walmart's inventory system. It is used to track the item from the time it is received by Walmart to the time it is sold to a customer.

Supplier Number or Vendor Number

- A Supplier Number or Vendor Number is a unique identifier assigned to a supplier or vendor that does business with Walmart. This number is used to track the supplier's performance and to facilitate communication between Walmart and the supplier.

The Vendor Contract Number

- The Vendor Contract Number is a unique identifier assigned to a contract between Walmart and a supplier. It specifies the terms of the agreement between the two parties, including pricing, delivery schedules, and other important details.

DSV Certification

- DSV Certification is a program that Walmart uses to ensure that its suppliers are complying with its ethical and social responsibility standards. It requires suppliers to demonstrate their commitment to sustainable business practices and to adhere to Walmart's code of conduct.

Content Ownership

- Content Ownership refers to the ownership of the intellectual property rights in content, such as images or product descriptions, that is used on Walmart's website or in its stores. Walmart may either own the content itself or license it from a third-party provider.

Allowance

- An Allowance is a discount or rebate that Walmart offers to suppliers in exchange for certain actions or behaviors, such as increasing sales or improving product quality.

Cash Discount

- A Cash Discount is a discount that Walmart offers to suppliers who pay their invoices within a certain period of time. This discount is designed to encourage prompt payment and improve cash flow.

Co-Op

- Co-Op refers to a cooperative advertising program that Walmart offers to suppliers. It allows suppliers to share the cost of advertising with Walmart in exchange for increased exposure and visibility for their products.

Disclosure

- Disclosure refers to the act of providing information about a particular product or service to customers. Walmart may disclose information about a product's features, benefits, and potential drawbacks to help customers make informed purchasing decisions.

Non-Disclosure Agreement (NDA)

- A Non-Disclosure Agreement is a legal agreement between Walmart and a supplier that prohibits the supplier from disclosing confidential or proprietary information to third parties. This agreement is designed to protect Walmart's trade secrets and other confidential information.

Swell Allowance

- A Swell Allowance is a type of allowance that Walmart offers to suppliers to help cover the cost of packaging and display materials for seasonal products.

Vendor Agreement

- A Vendor Agreement is a contract between Walmart and a supplier that sets out the terms and conditions of their business relationship. This agreement may cover topics such as pricing, delivery schedules, and quality control measures.

Service Level Agreements

- Service Level Agreements are agreements between Walmart and its suppliers that specify the level of service that the supplier is expected to provide. This may include things like delivery times, product quality, and customer service standards.

Electronic Funds Transfer (EFT)

- Electronic Funds Transfer is a method of payment that Walmart uses to pay its suppliers. This method involves transferring funds directly from Walmart's bank account to the supplier's bank account electronically.

Invoice

- An invoice is a document that provides a detailed record of goods or services provided by a seller to a buyer. It typically includes information such as item description, quantity, price, and payment terms.

Letter of Credit

- A letter of credit is a financial document issued by a bank that guarantees payment to a seller from a buyer. It provides assurance to the seller that they will receive payment as long as they meet the terms and conditions of the letter of credit.

Scorecard

- A scorecard is a performance tracking tool used by Walmart to measure the performance of its suppliers. It measures various aspects such as on-time delivery, quality, and compliance with Walmart's policies and standards.

Shipping Sales Tax Codes

- Shipping sales tax codes are codes used by Walmart to identify and apply the appropriate sales tax rates to shipping charges for products sold on its marketplace.

Referral Fees

- Referral fees are fees charged by Walmart to its marketplace sellers for each product sold on its platform. The fees are calculated as a percentage of the sale price and are used to cover the cost of promoting and advertising the seller's products.

Seller Performance Standards

- Seller performance standards are a set of guidelines that Walmart marketplace sellers are required to follow. These standards cover aspects such as product quality, customer service, shipping times, and compliance with Walmart's policies and standards.

Walmart Marketplace Credit Card Chargeback Process

- The Walmart Marketplace Credit Card Chargeback Process is a process used by Walmart to handle chargeback disputes for credit card transactions processed through its marketplace.

Customer Service Adjustments (CSAs)

- Customer Service Adjustments are credits issued by Walmart to buyers to resolve customer service issues such as delayed shipping, damaged products, or incorrect orders.

Marketplace Disputes

- Marketplace disputes are disputes between Walmart marketplace sellers and buyers over issues such as product quality, shipping times, and customer service.

Customer Returns Disputes

- Customer returns disputes are disputes between Walmart marketplace sellers and buyers over issues related to product returns, such as return policy violations and refund processing.

Walmart Customer Care Refunds Disputes

- Walmart Customer Care Refunds Disputes are disputes between Walmart and its marketplace sellers over issues related to customer refunds, such as refund processing and chargebacks.

Failed Delivery and Return to Sender Disputes

- Failed Delivery and Return to Sender Disputes are disputes between Walmart marketplace sellers and buyers over issues related to failed or undelivered shipments and packages returned to the seller.

Incorrect Category and Commission Adjustments Disputes

- Incorrect Category and Commission Adjustments Disputes are disputes between Walmart marketplace sellers and Walmart over issues related to incorrect product categorization and commission adjustments.

Marketplace Returns Policy

- The Marketplace Returns Policy is a policy governing the return of products sold on Walmart's marketplace. It outlines the rules and procedures for returns, including timeframes, condition requirements, and refund processing.

Prohibited Products Policy and Product Limitations for Marketplace Sellers

- The Prohibited Products Policy and Product Limitations for Marketplace Sellers is a policy that outlines the products that are not allowed to be sold on Walmart's marketplace and sets limitations on the sale of certain products.

Tax Collection and Remittance Policy

- The Tax Collection and Remittance Policy is a policy governing the collection and remittance of sales tax on products sold on Walmart's marketplace. It outlines the rules and procedures for tax collection and remittance, including registration requirements and reporting obligations.

Under-performing Item Removal Policy

- The Under-performing Item Removal Policy is a policy that governs the removal of underperforming items from Walmart's marketplace. It outlines the criteria for identifying underperforming items and sets out the procedures for their removal.

Marketplace Returns - Fees and Refund Timing Changes

- This refers to the policies and procedures for handling returns of products sold by third-party sellers on the Walmart Marketplace. Walmart may charge fees for returns or make changes to the timing of refunds to both the customer and the seller.

Walmart Marketplace Seller Appeals Process

- This is the formal process through which third-party sellers can appeal any decisions made by Walmart regarding their account or product listings on the Marketplace.

Country Codes

- These are codes assigned to countries and territories for use in international trade, communication, and other purposes. Walmart uses country codes for various processes such as shipping and tax calculations.

Returns Reduction Guide

- This is a set of guidelines and best practices designed to help Walmart sellers reduce the number of product returns, improve customer satisfaction, and minimize costs associated with returns.

Supplier Claims and Charges Overview

- This is a summary of the claims and charges that Walmart suppliers may be subject to, including chargebacks, deductions, and penalties.

Antitrust and Competition Law Compliance

- This refers to Walmart's commitment to complying with all applicable antitrust and competition laws, which are designed to promote fair competition and prevent monopolies.

Back to School (BTS)

- This is a seasonal promotional event in which Walmart offers special deals and discounts on products related to going back to school, such as school supplies, clothing, and electronics.

Deal

- This refers to a special promotion or discount offered by Walmart on a particular product or group of products.

Instant Savings Bulletin (ISB)

- This is a printed or digital publication that highlights Walmart's current deals and discounts, including "rollbacks" and "limited-time offers."

Limited Time Offer (LTO)

- This is a promotion or discount offered by Walmart for a limited period of time, often to generate excitement and urgency among customers.

Loss Leader

- This refers to a product that Walmart sells at a low price or even at a loss in order to attract customers and increase sales of other products.

Promotional Calendar

- This is a schedule of Walmart's upcoming promotions and events, including seasonal sales, clearance events, and special deals.

Rollback

- This is a temporary reduction in the price of a product offered by Walmart, often as part of a promotional event.

Walmart Sponsored Products Program

- This is a program that allows sellers on the Walmart Marketplace to advertise their products more prominently in search results and product listings in exchange for a fee.

Promotion Rules

- These are the terms and conditions that apply to Walmart's various promotional events, including eligibility requirements, time limits, and any restrictions on the use of coupons or other discounts.

Cross Merchandising

- This refers to the practice of promoting related products together in order to increase sales and improve customer experience. For example, Walmart might display chips and dip together to encourage customers to buy both.

Rich Content

- This refers to enhanced product information such as high-quality images, videos, and detailed product descriptions that can help customers make informed purchase decisions.

Barcode

- This is a unique code that is printed on products and can be scanned by a barcode reader to retrieve information about the product, such as its price and inventory status.

Brand ID

- This is a unique identifier that Walmart assigns to each brand that sells products on the Marketplace, which helps Walmart manage and organize product listings and inventory.

Global Location Number (GLN)

- This is a standardized code that identifies a physical location, such as a store or warehouse, for use in supply chain management and other applications.

Global Product Categorization (GPC)

- This is a standardized system for categorizing products based on their characteristics and attributes, which helps ensure consistency and accuracy in product data across different markets and regions.

Global Trade Item Number (GTIN)

- This is a globally unique identifier for products that are used in electronic data interchange (EDI) and other supply chain applications. GTINs include UPCs, EANs, and other standardized codes.

GS1-128

- This is a type of barcode that encodes information such as product codes, lot numbers, and expiration dates and is commonly used in logistics and supply chain management.

Item Number

- This is a unique identifier assigned by Walmart to each product sold in its stores or on its website.

Product Type

- This refers to the category or classification of a product, such as electronics, home goods, or clothing.

Product IDs

- These are unique identifiers used to track products in Walmart's inventory and supply chain systems, including UPCs, GTINs, and SKU numbers.

Product Name

- This is the name or title of a product that appears on its packaging and in Walmart's product listings.

Description

- This is a written summary or explanation of a product's features, benefits, and specifications, used to inform and attract customers.

Key Features

- These are the most important and distinctive attributes of a product, often highlighted in product listings and marketing materials.

Buyable SKU count

- This is the number of unique product variations that are available for purchase on Walmart's website or in its stores.

Requirements for Compostable and Biodegradable Plastic Sold in California

- This refers to the specific regulations and standards that must be met by plastic products labeled as "compostable" or "biodegradable" that are sold in the state of California.

Walmart Electronics Guidance

- This is a set of guidelines and best practices for selling electronic products on the Walmart Marketplace, including requirements for product information, warranties, and returns.

Attributes

- These are specific characteristics or qualities of a product, such as color, size, material, and weight, that are used to describe and categorize the product.

Each/Eaches

- This refers to the quantity of a product being sold, with "each" indicating a single item and "eaches" indicating multiple items.

European Article Number (EAN)

- This is a unique identifier used primarily in Europe to identify products and track inventory in supply chain systems.

Master Carton

- This is the larger container or box that contains multiple individual units of a product, typically used for shipping and storage.

Master Pack

- This is a set of individual products that are packaged together in a larger container or box, typically for shipping and storage purposes.

Pack Size (PACKSZ)

- This refers to the number of individual units of a product that are included in a single package or container.

Stock Keeping Unit (SKU)

- This is a unique identifier used to track and manage inventory of a specific product variation, typically based on attributes such as size, color, and style.

Supplier Stock Number

- This is the unique identifier assigned by the product supplier to a specific product variation, which may differ from Walmart's internal SKU or item number.

Universal Product Code (UPC)

- This is a standardized barcode used to identify products and track inventory in supply chain systems, commonly used in the United States and Canada.

Assortment Detail Sheet (ADS)

- This is a document provided by Walmart to suppliers that outlines the specific product variations and quantities that Walmart is interested in purchasing for a given period of time, typically based on sales data and demand forecasts.

Parent Item/Parent Number

- This refers to the top-level product in a hierarchy of related products, typically used to group together different variations of the same product.

Private Label

- This refers to products that are sold under Walmart's own brand name, rather than under a third-party brand.

Product Information Management (PIM)

- This is a system for organizing and managing all of the information related to a product, including its description, features, images, and pricing, in a centralized location.

Supplier View In stock Tool (SVIST)

- This is a tool used by suppliers to view and manage their inventory levels and order fulfillment performance on Walmart's website.

API integration method

- This is a method of integrating Walmart's systems with a supplier's own systems using an application programming interface (API), allowing for real-time data exchange and synchronization.

Bulk Upload method

- This is a method of uploading multiple product listings or updates to Walmart's website at once, typically using a spreadsheet or CSV file.

Single Item method

- This is a method of uploading individual product listings or updates to Walmart's website one at a time, typically using an online form.

Solution Provider

- This is a third-party company that provides software or services to help suppliers manage their product listings, inventory, and order fulfillment on Walmart's website.

Omni Item Setup Spreadsheet

- This is a spreadsheet provided by Walmart to suppliers for uploading and managing their product listings across all of Walmart's online channels, including Walmart.com and Jet.com.

Cost Bust

- This refers to a reduction in the cost of goods sold, typically achieved through negotiations with suppliers or changes to production processes.

Cost Change Scenario (CCS)

- This is a tool used by Walmart to model the potential impact of changes in product costs on its profitability and pricing strategies.

Everyday Low Cost (EDLC)

- This is a strategy for reducing costs and improving profitability by streamlining operations, reducing waste, and optimizing supply chain efficiency.

Everyday Low Price (EDLP)

- This is a pricing strategy in which products are sold at a consistently low price, rather than using frequent sales or promotions.

Keystone Pricing

- This is a pricing strategy in which the retail price is set at double the wholesale cost, allowing for a 50% profit margin.

Manufacturer's Suggested Retail Price (MSRP)

- This is the price recommended by the product manufacturer for a product sold at retail.

Markdown

- This refers to a reduction in the retail price of a product, typically used to clear out excess inventory or to boost sales.

Markup

- This refers to the difference between the wholesale cost of a product and its retail price, typically expressed as a percentage.

Markup/Markdown (MUMD)

- This is a tool used by Walmart to manage pricing and promotions for products, taking into account factors such as demand, competition, and inventory levels.

Markup Percent

- This is the percentage of the retail price that represents the markup, calculated as the difference between the

retail price and the wholesale cost divided by the wholesale cost.

Unit Cost

- This is the cost of producing or acquiring one unit of a product, typically used to calculate the wholesale cost.

Price Caps

- This refers to the maximum allowable retail price for a product, typically set by Walmart to ensure that products remain affordable and competitive.

Category

- This refers to a group of related products that are sold in Walmart's stores or on its website, typically organized by product type or function.

Fineline

- This is a more specific categorization system used by Walmart to organize products within a broader category, based on attributes such as brand, style, or size.

General Merchandise (GM)

- Products sold in Walmart stores that are not groceries, including items like clothing, electronics, toys, and home goods.

Online Item File (OIF)

- A database used to store and manage product information for items sold on Walmart's online platform.

Plugging

- A term used to describe the practice of filling empty shelves with incorrect or unrelated products in order to make the store appear fully stocked.

Softlines

- A category of products sold in Walmart stores that includes clothing, footwear, and other textiles.

Subclass

- A more specific category within a larger product category, used to further classify items.

Alignment Code

- A code assigned to a product that determines where it is displayed on the shelf in the store.

Assortment

- The range of products offered by Walmart in a particular category or department.

Breakpack

- A box or container used to transport smaller items within a larger shipment.

Factory ID

- A unique identifier assigned to a manufacturing facility that produces products for Walmart.

Vendor Pack

- A specific quantity of a product that is shipped to Walmart by the vendor.

Inflex Kit

- A type of packaging used to ship items that are difficult to transport in traditional boxes or containers.

Cancel When Out (CWO)

- A feature in Walmart's inventory management system that automatically cancels an order for a product when it goes out of stock.

Distro

- Short for "distribution center," a facility where products are stored and distributed to Walmart stores.

End of Life (EOL)

The point at which a product is discontinued and will no longer be sold.

Cross Reference

A list of products that can be used as substitutes for a discontinued or out-of-stock item.

Deleted Item

A product that has been removed from Walmart's inventory system and is no longer available for sale.

Geo-Fencing

A technology that uses GPS or other location-based services to create a virtual boundary around a physical location, often used for marketing or advertising purposes.

Grocery Reclamation

A process where unsold or damaged grocery products are removed from store shelves and sent to a specialized facility for disposal or repurposing.

Item Effective Date (IED)

The date on which a new item will be available for purchase in Walmart stores.

Prime/Prime Number

A unique identification number assigned to a product that allows it to be tracked throughout the supply chain.

Review Time (RT)

The amount of time it takes for Walmart to review and approve a new product for sale in stores.

Traited

A product that has been assigned to a specific store or group of stores based on factors like geography, demographics, or sales data.

Valid

- Refers to an item or an offer that is currently active and can be purchased or fulfilled.

Traited Store Count

- The number of stores that have been identified as potential customers for a particular product or offer.

Item and Offer Status Definitions

- These are defined status codes that indicate the current status of an item or offer within the Walmart system, such as active, inactive, discontinued, out of stock, or pending.

Assembly

- Refers to the process of assembling multiple items into a single unit for sale, such as creating a bundle or gift set.

Assembly Ship and Bill

- This is a shipping method where a single order is shipped in multiple packages, with each package containing a portion of the assembled item. The customer is billed for the entire assembled item.

Backorder

- Refers to an order that cannot be fulfilled immediately because the product is currently out of stock, but the customer still wants to purchase it.

Canned Order

- A pre-defined order that is automatically created and submitted based on certain criteria, such as a recurring order or a minimum inventory level.

Chargeback

- A deduction made from a supplier's payment due to errors or issues, such as late delivery, incorrect invoicing, or product quality issues.

Claim

- A request for reimbursement or compensation made by a supplier due to a dispute or issue with Walmart, such as a rejected shipment or a pricing discrepancy.

General Order (GO)

- An order that is placed for products that are not normally carried in Walmart stores, such as specialty items or seasonal products.

Lead Time (LT)

- The amount of time it takes for a supplier to fulfill an order, from the time it is placed to the time it is shipped.

Multi-PO Delivery

- A shipping method where multiple purchase orders are consolidated and shipped together in a single delivery.

Open Orders

- Orders that have been placed but have not yet been fulfilled or shipped.

Orderable Pack

- The minimum quantity that an item can be ordered in, usually determined by the supplier.

Order Book Flag

- A status indicator that shows whether an item or offer is currently available for ordering.

Purchase Order (PO)

- A document used to initiate a purchase from a supplier, specifying the products, quantities, and delivery terms.

Return Authorization (RA)

- An authorization issued by Walmart to a supplier for the return of products, usually due to quality issues or incorrect shipments.

Ship and Bill

- A shipping method where the supplier ships the product directly to the customer and bills Walmart for the cost.

Shortage

- A situation where the supplier is unable to fulfill the entire quantity ordered due to a lack of inventory.

Supplier Lead Time

- The amount of time it takes for a supplier to produce and deliver a product, from the time an order is placed to the time it is shipped.

Voluntary Inter-Industry Commerce Standard (VICS)

- A set of industry standards for the exchange of business documents, such as purchase orders, invoices, and shipping notices.

Fulfillment Time

- The amount of time it takes for an order to be fulfilled, from the time it is placed to the time it is shipped.

Processing Schedule and Additional Days Off

- A schedule indicating the days and times during which order processing occurs, including any additional days off that may affect processing.

Order Cutoff Times

- The deadline by which an order must be submitted in order to be processed and shipped on the same day.

Fulfillment Lag Times

- The period of time between when an order is placed and when it is shipped.

Transit Times

- The estimated amount of time it will take for a shipment to reach its destination after it has been shipped.

Expected Ship Date (ESD)

- The anticipated date on which a shipment will be sent out for delivery.

Expected Delivery Date (EDD)

- The projected date on which a shipment will arrive at its destination.

On-Time Shipping

- The percentage of orders that are shipped out on or before their expected ship date.

Carrier

- A company or individual that transports goods from one location to another.

Carrier Code

- A code assigned to a specific carrier for identification purposes.

Common Carrier

- A carrier that offers transportation services to the general public.

Dedicated Carrier

- A carrier that provides exclusive transportation services to a single customer or company.

Appointment Time

- A pre-arranged time slot in which a shipment is scheduled to be picked up or delivered.

Backhaul

- The transportation of goods on a return trip from the point of delivery to the point of origin.

Breakdown

- The act of separating a larger shipment into smaller units for transport.

Case Pack

- The number of units of a particular item that are packaged together in a case for shipment.

Collect

- A payment arrangement in which the recipient of a shipment pays for the shipping charges.

Cube

- The amount of space occupied by a shipment, calculated by multiplying its height, width, and depth.

Drop

- The delivery of a shipment to a specific location, such as a warehouse or store.

Drop and Hook

- The practice of dropping off a trailer at a designated location and picking up another trailer in its place.

Freight Factor

- A variable cost used to calculate the shipping charges for a shipment.

Freight on Board (FOB)

- A shipping term indicating that the buyer is responsible for paying the cost of shipping and taking possession of the goods once they have been loaded onto a carrier.

Less Than Truckload (LTL)

- A shipment that does not require a full truckload and is therefore combined with other shipments to fill the truck.

Overflow

- The excess inventory that remains after a store has received its designated amount of a particular item.

Pallet

- A flat structure made of wood, plastic, or metal used to support and transport goods as a unit load.

Pre-Paid

- A payment method where the shipper pays for the freight charges in advance, usually before the shipment is sent out.

Reefer

- A refrigerated trailer or container used for transporting perishable goods that require temperature control.

Ship Date

- The date on which a shipment is scheduled to be sent out for delivery.

Ship to Home (STH)

- A delivery option offered by Walmart where items are shipped directly to the customer's home.

Ti/Hi

- A packaging term that refers to the number of cartons that can be stacked on top of each other on a pallet,

usually expressed as "Ti" for the number of cartons in a single layer and "Hi" for the number of layers.

Free Value Shipping

- A Walmart shipping program where customers can receive free standard shipping on eligible orders with a minimum purchase amount.

Standard Shipping

- A shipping method offered by Walmart that uses ground transportation to deliver packages to customers within a specified time frame.

Freight Shipping

- A shipping method used for larger items that cannot be shipped through standard shipping methods, typically involving palletized or containerized shipments through a freight carrier.

A Trade Item Configuration

- A unique combination of attributes that defines a single item for sale, including product information such as brand, size, color, and packaging.

A Trade Item

- A unique product or service that is offered for sale or purchase, identified by a GTIN (Global Trade Item Number) or UPC (Universal Product Code) barcode.

Trade Item Dimensions

- The physical dimensions of a trade item, such as its height, width, and depth, used to determine shipping and storage requirements.

Advanced Ship Notice (ASN)

- A notification sent by the supplier to the retailer that provides detailed information about an upcoming shipment, including the contents, quantities, and expected delivery date.

Bill of Lading (BOL)

- A legal document that serves as a receipt for goods shipped by a carrier, providing a record of the shipment's contents, origin, destination, and shipping date.

Electronic Data Interchange (EDI)

- A computer-to-computer exchange of business documents in a standardized format, allowing suppliers and retailers to exchange information electronically.

Importer of Record (IOR):

- The party responsible for ensuring that imported goods comply with all relevant regulations and requirements, including customs clearance and payment of duties and taxes.

Incorrect/Missing POSP2 PO

- A problem that occurs when the Purchase Order number for a shipment is incorrect or missing from the POSP2 system, which can delay the processing of the shipment.

In-Stock

- Refers to items that are currently available for purchase and are physically in stock at a Walmart store or warehouse.

In-Store/On-Line Pick-Up and Delivery (IOPD)

- A Walmart service that allows customers to order online and pick up their items in-store or have them

delivered to their homes.

Label

- A tag or sticker attached to a product or package, typically displaying information such as product name, barcode, price, and description.

Manifest

- A document that provides a detailed list of all items included in a shipment, typically used for customs clearance and carrier tracking purposes.

Multi-Pro

- A shipment that involves multiple carriers responsible for transporting different portions of the shipment.

Pro/BOL Number

- A unique number assigned to a shipment by a carrier, typically used for tracking and billing purposes.

Proof of Delivery (POD)

- A document or electronic record that provides evidence of delivery of a shipment, typically including the recipient's signature and date and time of delivery.

Request for Routing (RFR)

- A document that provides information on a shipment and serves as a request to route the shipment to its destination.

Sailing Notice

- A notification that informs the receiver of an incoming shipment, including the estimated arrival date and time.

Serial Shipping Container Code (SSCC)

- A barcode that is used to identify individual shipping containers and track their movement within the supply chain.

Slip (Slip Sheet)

- A flat sheet of cardboard or plastic that is used to support and separate layers of goods during transport and handling.

Trailer Manifest

- A document that lists all the goods loaded onto a trailer for transportation.

3rd Party Logistics (3PL)

- A company that provides logistics services to other businesses, including warehousing, transportation, and distribution.

Direct Import

- The process of importing goods directly from the manufacturer or supplier, rather than through a middleman or distributor.

Consolidator

- A company that combines smaller shipments into a single, larger shipment for more efficient transportation.

Constraint

- A limiting factor that affects the supply chain, such as capacity, resources, or time.

Cross Docking

- A logistics strategy that involves unloading goods from one transport vehicle and loading them onto another without the need for warehousing.

Center Point (CP)

- The location within a warehouse or distribution center where goods are sorted and prepared for shipping.

Direct Ship Vendor (DSV)

- A vendor that ships products directly to customers, bypassing the retailer or distributor.

Distribution

- The process of moving goods from the manufacturer to the end consumer.

Distribution Center (DC)

- A warehouse or facility where goods are stored and prepared for distribution.

Distribution Center Dwell (DC Dwell)

- The amount of time that goods spend in a distribution center before being shipped to their destination.

Fashion Distribution Center (FDC)

- A specialized distribution center that focuses on fashion and apparel products.

Gate Stamp

- A marking or label that is affixed to a shipment to indicate that it has been inspected and approved for shipment.

High-Velocity Distribution Center (HVDC)

- A distribution center that specializes in fast-moving, high-volume products.

Import Distribution Center (IDC)

- A distribution center that handles imported goods, including customs clearance and distribution to local markets.

Imports

- Goods that are brought into a country from another country for sale or use.

Load Quality (Inbound Load Quality)

- The condition and quality of the goods received at a distribution center or warehouse.

Minimum/Maximum

- The minimum and maximum levels of inventory that a company must maintain to ensure adequate supply.

Must Arrive By Date (MABD)

- The date by which a shipment must arrive at its destination to meet customer demand or contractual obligations.

On Order

- The quantity of a product that has been ordered but not yet received by a Walmart distribution center or store.

On-Time Fulfillment (OTF)

- The percentage of orders that are delivered to Walmart's distribution centers or stores within the agreed-upon time frame.

Outside Storage

- Storage of goods or products that cannot be accommodated in Walmart's distribution centers and are stored in external facilities.

Points of Distribution

- Locations where products are distributed or made available for sale, such as Walmart stores or distribution centers.

Pretty Darn Quick (PDQ)

- A Walmart term for high-velocity products that need to be restocked quickly.

Regional Distribution Center (RDC)

- A Walmart facility that serves as a distribution center for a specific region or area.

Responsible Sourcing

- Walmart's commitment to sourcing products in a way that considers social, environmental, and economic impacts.

Return Center

- A Walmart facility that processes and manages returns from Walmart stores and customers.

Return to Vendor (RTV)

- The process of returning products from Walmart stores to the vendor or supplier.

Supply Chain

- The network of activities and organizations involved in the creation and delivery of a product, from raw materials to the end consumer.

Supply Plan

- A plan that outlines Walmart's projected demand for a product and the strategies for meeting that demand.

Traffic

- The movement of goods and products in and out of Walmart's distribution centers and stores.

Truckload Optimization

- The process of maximizing the amount of product that can be transported on a truck while minimizing transportation costs.

Vendor Pool

- A group of vendors or suppliers that Walmart uses to source products.

Warehouse Pack

- The process of packing products in a way that maximizes space utilization and ensures safe transport.

A Break Pack

- A small package containing a variety of products that are intended to be stocked on Walmart's shelves.

Distribution Facility Capacity

- The maximum amount of product that can be stored and processed in a Walmart distribution center.

Search Engine Optimization (SEO)

- The process of optimizing a website or online content to improve its visibility and ranking on search engine results pages.

SEO On-Page Optimization

- The process of optimizing the content and structure of a website to improve its ranking on search engine results pages.

SEO Off-Page Optimization

- The process of building backlinks and promoting a website through external channels to improve its ranking on search engine results pages.

Walmart Calendar

- A retail calendar that divides the year into 52 weeks, with certain weeks designated as promotional events.

Wildcard

- A symbol used in search queries to represent any character or word.

4-5-4 Calendar

- A retail calendar that divides the year into periods of four, five, and four weeks, with the extra week added to the end of the quarter.

Basis Point (BPS)

- A unit of measurement used to describe the percentage change in financial instruments or rates. One basis point is equal to 0.01% or 1/100th of a percent.

Batches

- A group of products that are produced or processed together during a single production run or processing cycle.

Batch Processing

- A method of processing transactions or data in groups or batches, rather than individually.

Beginning of Period (BOP)

- A point in time at the start of a reporting period or accounting period, usually used to reference financial or operational data.

Causal Data

- Information that identifies the cause-and-effect relationship between two or more variables or events.

Collaborative Planning Forecasting and Replenishment (CPFR)

- A business process where supply chain partners work together to optimize demand forecasting, inventory management, and replenishment.

Decision Support (DSS)

- An interactive computer-based system that helps decision-makers make informed and data-driven decisions.

Deviation

- The difference or variation between an actual value or result and an expected or planned value or result.

Economic Order Quantity (EOQ)

- A formula used in inventory management to determine the optimal order quantity that minimizes total inventory costs.

Fiscal Year

- A 12-month accounting period used by a company or government for financial reporting and planning purposes.

Fuzzy Dates

- Dates that are approximate or uncertain, often used when dealing with incomplete or inaccurate data.

Global Replenishment Solution (GRS)

- A Walmart system that helps suppliers manage their inventory levels and order fulfillment for Walmart stores worldwide.

Lift Percent

- The percentage increase or decrease in sales or performance compared to a baseline or previous period.

Open To Buy (OTB)

- The amount of inventory that a retailer can purchase during a given time period, taking into account factors such as sales projections, inventory levels, and budget constraints.

Order Deficit Rate (ODR)

- The percentage of customer orders that cannot be fulfilled due to stockouts or other inventory issues.

Profile

- A set of characteristics or attributes that describe a particular product, customer, or market segment.

Syndicated Data

- Market research data that is collected and shared by third-party providers for use by multiple companies or organizations.

Trending

- The analysis of historical data to identify patterns, tendencies, or changes over time.

Variance Days

- The number of days between an actual date and a planned or expected date, used to measure the difference or variance between the two dates.

Weekly Base Index

- A measure of sales performance that compares current sales to a baseline or historical average for the same time period.

Week Over Week (WoW)

- A comparison of performance or data for two consecutive weeks.

Weeks of Supply (WOS)

- The number of weeks of inventory on hand, calculated by dividing current inventory levels by average weekly sales.

Trust and Safety Dashboard

- A dashboard that provides data and insights on seller account health and compliance with Walmart's policies and guidelines.

Seller Center Analytics and Reports – Listing Quality Dashboard

- A dashboard that provides data and insights on the quality of a seller's product listings, including metrics on completeness, accuracy, and compliance.

The Pricing Opportunities dashboard

- A dashboard that helps sellers identify pricing opportunities based on market trends, competitive pricing, and

customer demand.

The Unpublished Items

- Items that are not currently visible on the Walmart website due to various reasons, such as being out of stock or being deactivated by the seller.

Unpublish Reasons

- Reasons why a seller might choose to unpublish an item, such as inventory issues or pricing changes.

The Fulfillment Insights

- A dashboard that provides data and insights on a seller's fulfillment performance, including metrics on shipping speed, order accuracy, and customer satisfaction.

The Daily Performance

- A report that provides a summary of a seller's daily sales performance on the Walmart website, including sales, returns, and cancellations.

Top Selling Items

- The items that have sold the most units during a given period.

Lowest Converting Items

- The items that have the lowest conversion rate, or the percentage of shoppers who view the item and then go on to purchase it.

Cancellation Rates

- The percentage of orders that are cancelled by the seller or the customer.

Refund Rates

- The percentage of orders that result in a refund.

Performance Alarms

- Automated alerts that notify sellers of potential performance issues, such as high cancellation rates or low customer satisfaction.

Prohibited Seller Activities and Operations

- Actions or practices that are not allowed on the Walmart website, such as selling counterfeit goods or engaging in fraudulent activity.

The Feed Status Page

- A page that displays the status of a seller's product data feed, including any errors or warnings that need to be addressed.

Average Unit Retail (AUR)

- The average price at which a particular item is sold.

Base Index

- A reference point used to measure changes in sales or other metrics over time.

Cost of Goods (COGs)

- The total cost of producing or acquiring a particular item, including raw materials, labor, and other expenses.

Gross Margin

- The difference between the revenue generated by sales and the cost of goods sold.

Gross Margin Percent

- The gross margin expressed as a percentage of sales revenue.

Gross Margin Return on Inventory Investment (GMROI or Jim Roy)

- A measure of the profitability of inventory investment, calculated by dividing the gross margin by the average inventory investment.

Gross Profit

- The revenue generated by sales minus the cost of goods sold.

Net Sales

- The revenue generated by sales minus any discounts or returns.

Lost Sales

- Sales that could have been made if inventory was available or other factors did not prevent a purchase from being made.

Point of Sale (POS)

- The place where a customer completes a purchase, typically a physical store or an online checkout page.

Rate of Sale (ROS)

- The number of units sold per unit of time, typically measured in weeks.

Velocity

- The rate at which inventory is sold, typically measured in units per week or other time period.

Aged Inventory

- Refers to products in inventory that have been sitting for an extended period, typically beyond their shelf life or past their expected sale date.

Available Stock

- Refers to the quantity of inventory that is currently available to sell.

Burn Profile

- Refers to the rate at which inventory is sold through over a specific period of time.

Customer In Stock Percentage

- Refers to the percentage of time that a particular item is available to customers in-store or online.

First In, First Out (FIFO)

- Refers to a method of inventory management where the oldest items in inventory are sold first.

First In, Still Here (FISH)

- Refers to inventory that has been sitting in the warehouse for a long time and has not yet been sold.

Forecast Error

- Refers to the difference between actual sales and forecasted sales for a particular product or category.

Global Out-of-Stock Report (GOOS)

- Refers to a report that tracks instances where a product is out of stock across all Walmart stores.

Last In, First Out (LIFO)

- Refers to a method of inventory management where the newest items in inventory are sold first.

On-Hand

- Refers to the quantity of inventory that is physically present in the warehouse or store.

Order Point (OP)

- Refers to the minimum level of inventory required to be on hand before an order is placed to replenish stock.

Out of Stock

- Refers to a product that is not currently available to sell in-store or online.

Overage

- Refers to the quantity of inventory that exceeds what was originally planned or ordered.

Owned Inventory

- Refers to inventory that is owned and managed by Walmart, as opposed to inventory owned by suppliers or third-party vendors.

Pay from Scan

- This refers to a program where Walmart pays suppliers for their products based on how quickly they sell through at the register.

Pipe Inventory

- Refers to inventory that is in transit between the supplier and Walmart's warehouses or stores.

Replenishment In-Stock Percentage

- A metric that measures the percentage of time a product is in stock and available for customers to purchase during a specific period, usually based on the store's replenishment cycle.

Replenishment Item Count

- The total number of units of a product that are required to be replenished based on sales data and inventory levels.

Replenishment Status

- The current status of an order or shipment for replenishing products. This could include being in transit, received at a warehouse, or processed for delivery to a store.

Rotate Date

- The date assigned to a product by which it should be sold or rotated out of the store to ensure freshness or quality.

Safety Stock (SS)

- The amount of inventory that a store keeps on hand to ensure that it does not run out of stock due to unexpected demand or delays in replenishment.

Shrinkage

- The difference between the expected inventory levels based on sales and the actual inventory levels due to theft, damage, or other losses.

Slot

- The physical location in a store where a product is stocked or displayed.

Staple Stock

- A product that is regularly stocked and has a consistent demand over time.

Staple Stock Turns

- A metric that measures how quickly a store's staple stock products are sold and replaced.

Stop Replenishment Only (SRO)

- An order placed by a store or distribution center that instructs the system to stop replenishing a product.

Turn

- A measure of how quickly a store's inventory is sold and replaced, calculated as the ratio of sales to inventory levels.

Turnover

- The rate at which a store's inventory is sold and replaced during a specific period.

Units Per Club Per Week (UPCPW)

- A measure of how many units of a product are sold per week across all stores in a particular club or region.

Units Per Store Per Week (UPSPW)

- A measure of how many units of a product are sold per week in a particular store.

Fulfillment Lag Time

- The amount of time between when an order is placed and when it is fulfilled, including processing, packing, and shipping.
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