Factory Direct Vendor Guide to Meetings

Hindsight

PURPOSE: Teams analyze seasonal sales learnings and brainstorm future assortment opportunities

Vendor Inputs

- Review R&D Fabric Packets from Kohl's Materials Team
- Review Pre-Development Packets from Kohl's design

Vendor Outputs

- Receive long leadtime sample yardage requests in onePLM; book yardage accordingly
- Book R&D fabric as requested
- Initiate samples as requested

Concept

PURPOSE: Leadership alignment on high level direction for the business

Vendor Inputs

- Submit Pre-Development packets and samples by provided deadlines
- Submit material confirmation forms based on R&D fabric packet requests

Vendor Outputs

- Receive regular leadtime sample yardage requests in onePLM; book yardage accordingly

Product Alignment

PURPOSE: Leadership review of the assortment - silhouette and color merch alignment

Vendor Inputs

- Submit requested samples, CADs, or strike offs by provided deadline

Vendor Outputs

- Receive style handoffs, tech packs, and sample requests that teams have sent via onePLM; begin sampling as requested

Cost & Counter

PURPOSE: Design, Buying and Production review counter samples and cost to gain alignment on styling details and assortment execution

Vendor Inputs

- Provide final cost to sourcing team based on costing deadlines
- Submit counter samples
- Send final TNA to Production

Vendor Outputs

- Receive sample comments via onePLM
- Send adjusted cost based on comments
- Any new samples should reflect most recent sample comments

Line Final

PURPOSE: Leadership sign off of the final assortment. The final connection point to show how strategies and assortments have come to life for our customer.

Vendor Inputs

- Submit strike offs
- Provide cost to sourcing team based on costing deadlines
- Follow individual team guidelines for strikeoff and color run sample needs

Vendor Outputs

- Greige commits and buy plans passed per TNA
- Submit confirmed cost in onePLM for styles awarded
- Fit process initiated through onePLM request
- Note ad sample due dates

*Work with your production team to obtain formal dates of these meetings