K·Link
by **KOHL'S**

Vendor Logistic Violation Summary

Important Reminder!

Ensure Qlik Reporting Basics has been reviewed before learning how to use the Vendor PO and Logistics Summary. Information and instructions included in the Qlik Basics document apply universally to all apps and reports in the new Qlik reporting tool.

In Qlik Basics, you will:
- Review the Qlik vendor reporting homepage
- Learn how to open Qlik apps
- Learn how to open sheets in a Qlik app
- Explore data on a sheet in a Qlik app by learning how to:
    - Scroll through tables
    - Select different views embedded in the sheet
    - Changing filters and selections
    - Export data into the XLSX file format (Excel)
- Learn how to exit the current app and return to the Qlik homepage
- Learn how filters stay attached while moving between various sheets

Click here to learn about the individual Qlik apps and which MicroStrategy reports they contain:

Note: Export Data to an Excel File, Change Sheets, Return to App Overview, and Return to Qlik Homepage are covered in the **Qlik Basics** *Training located on K-Link*

Qlik Vendor Reporting Homepage

The **Qlik Vendor Reporting Homepage** hosts five main Qlik apps that provide vendors with visibility into performance data and reporting details.

Available Qlik Apps
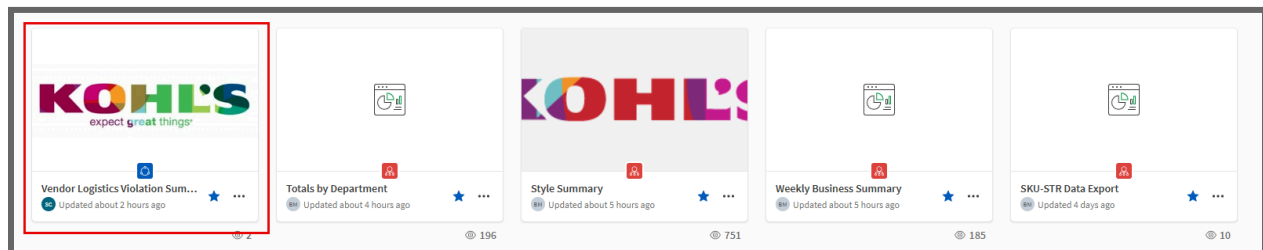
1. Vendor Style Summary – All Versions
2. Vendor Totals by Department
3. Vendor Weekly Business Summary
4. Vendor SKU-STR Data Export *(limited availability)*

5. Vendor PO and Logistics Summary *(limited availability)*

The Qlik App

Each Qlik app contains a dedicated dataset for a specific business use case. Apps are distinct and not connected — data available in one app may not appear in another.

Data can be exported from Qlik into Excel files.

> *Notes:*
>
> 1. *The following instructions apply to every Qlik application and dataset.*
> 2. *The sample data shown in the images is fictitious and for demonstration only.*

Open the Vendor PO & Logistics Summary App

1. Hover your mouse over the app titled **Vendor PO & Logistics Summary**.
2. Click the green **"Open App"** button that appears.
    - ○   Note: Due to the size of the app, additional loading time may be required.
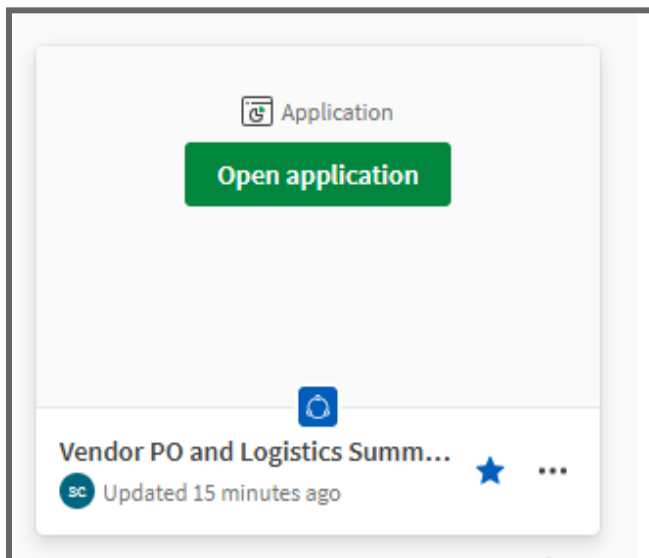
3. This is the App Overview, and you should see four sheets:
    - ○   PO Data - Ordered
    - ○   PO Data - On Order
    - ○   Stacked Graph Individual Summary
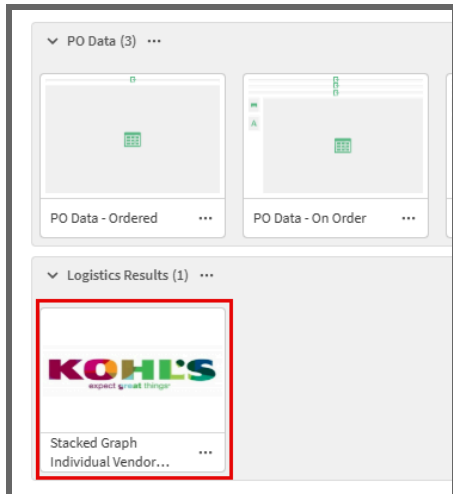
Open a Sheet & Explore

Every Qlik app has sheets that display data. Let's open up a sheet & explore.

1. Click the first sheet titled **Stacked Graph Individual Vendor Results**
2. Look through the data by using the scroll bars located at the bottom and right side of the screen.
3. Review the **Directions** at the top of the screen above the selections bar.

   Note: All questions should be directed to the Factory Direct team <gsps-sourcing.factorydirect@kohls.com>

4. Review the current filters in the selections bar at the top of the screen.
   a. Click on the **Vendor selection** box to see all available

   Note: Berry indicates selected; light gray indicates available; dark gray indicates not available.

5. Click on each of the Filter Buttons to update the selections in the Selections Bar.
   a. Click on the **Start Date** box to see all available
   b. Click on the **INDC Date** box to see all available

   Note: The exact same dates must be selected in the Start Date and the INDC Date for the data to generate correctly

Start Date		INDC Date	
Fiscal Year	Fiscal Month	OTB Fiscal Year	OTB Fiscal Month
Fiscal Qtr		Fiscal Year Qtr	

c. Choose your comparison data by selecting "Previous" dates.
d. Click on the **Previous Date** box to see all available
e. Click on the **Previous INDC Date** box to see all available

Note: The exact same dates must be selected in the Previous and Previous INDC Date for the data to generate correctly

Previous Date		Previous INDC Date	
Fiscal Year	Fiscal Month	OTB Fiscal Year	OTB Fiscal Month
Fiscal Qtr		Fiscal Year Qtr	

6. 6. Click the **ON/OFF** button for the visualization to appear. Useful if you want to share your screen with a single entity at a time.

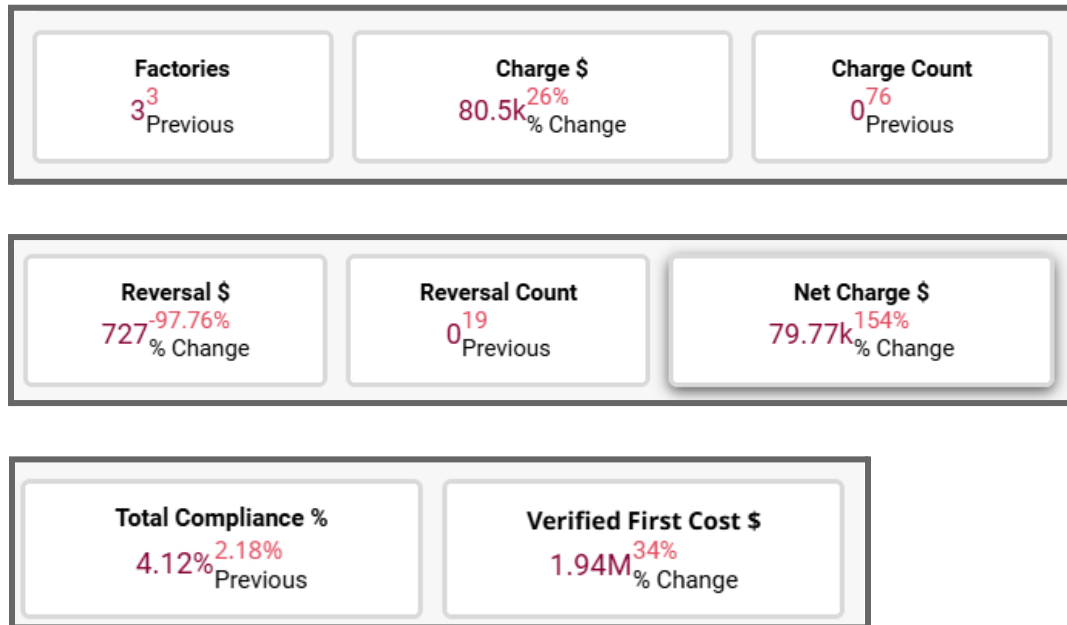| ON |
|---|

Viewing historical data

1. Due to data volume constraints, each application is limited to three years of historical data. Selecting multiple years at once may result in longer load times.

2. Make a selection for the desired historical data.

Note: Selecting multiple quarters or months at a time can be done, but will have loading delays

Example: Seasonal analysis: Q1–Q2 vs. Q3–Q4 2025.

Visualizations

KPIs

Factories	Charge $	Charge Count
3³ Previous	80.5k ²⁶% % Change	0⁷⁶ Previous

Factories: 3, Previous: 3

Charge $: 80.5k, % Change: 26%

Charge Count: 0, Previous: 76

Reversal $	Reversal Count	Net Charge $
727 ⁻⁹⁷·⁷⁶% % Change	0¹⁹ Previous	79.77k ¹⁵⁴% % Change

Reversal $: 727, % Change: -97.76%

Reversal Count: 0, Previous: 19

Net Charge $: 79.77k, % Change: 154%

Total Compliance %	Verified First Cost $
4.12% ²·¹⁸% Previous	1.94M ³⁴% % Change

Total Compliance %: 4.12%, Previous: 2.18%

Verified First Cost $: 1.94M, % Change: 34%

Factories: The number of factories included in the analysis.

Charge $: Amount of charge $'s incurred

Charge Count: Total count of individual charges received

Reversal $: Amount of reversal $'s that were processed and applied

Reversal Count: Total count of individual charges reversed, reflecting reversals processed and applied.

Net Charge $: Amount of net charge $'s incurred, which vendor is financially responsible for. Total reflects charge $ minus reversal $

**Total Compliance %:** Net charges divided by total verified cost $

Verified First Cost $: Total volume

Note: The smaller red font to the right of each KPI is comparison data.
"Previous" indicates the amount from the comparison period.
"% Change" indicates the percentage of change from the comparison period.
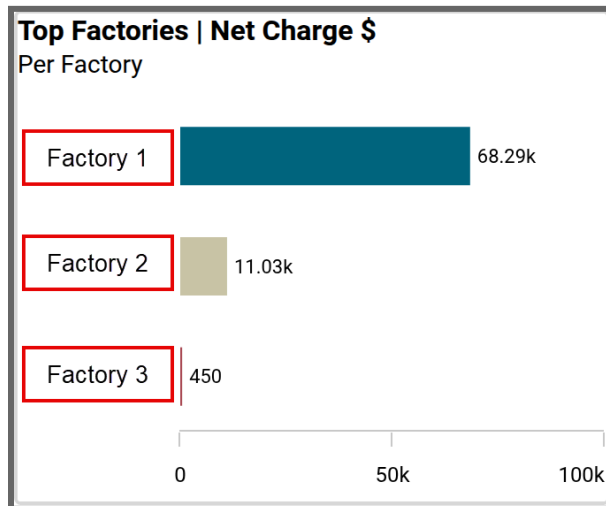
Top Violations | Net Charge %
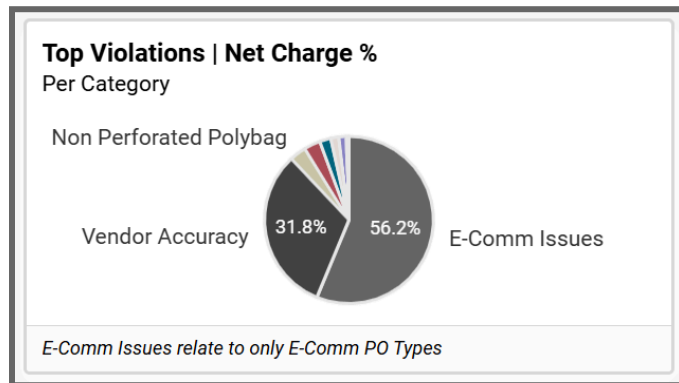
Top Violations by Violation Category: Categories include vendor accuracy, landed-late freight, e-commerce issues, retail ticket issues, GS1-128 label issues, non-perforated polybag, transportation issues, carton issues, mixed SKUs, ASN, BOL, hanger issues, packing issues, misdirected freight, domestic fill rate, special charges, domestic transportation issues, and vendor correspondence. Only categories with associated violations will be included in the chart.
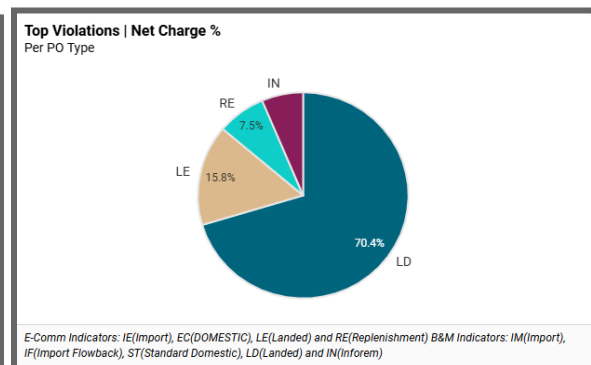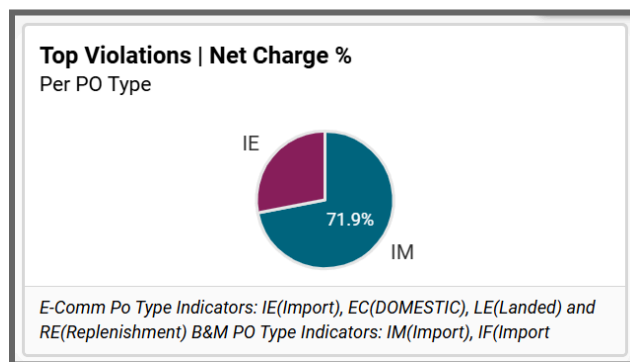
Top Violations by PO Type: Import PO types include IE (Import Ecomm), IM (Import B&M), and IF (Import Flowback). Landed PO types are LE (Landed Ecomm) and LD (Landed B&M). Domestic PO types are ST (Domestic B&M), EC (Domestic Ecomm), FB (Flowback), and IN (Inforem).

Top Factories | Net Charge $

Top Factories | Net Charge $
Per Factory

Factory	Net Charge $
Factory 1	68.29k
Factory 2	11.03k
Factory 3	450

(Bar chart axis: 0, 50k, 100k)

Net Charge $ by Factory: Net charges incurred by each factory. The factory name will be displayed in the red boxes.

Factory Performance

Factories Performance
Year: 2025 | Quarter: 3

Factory	Verified Units	Verified First Cost $	% of Total Verified Cost	% of Total Net Charges	Compliance % - Total Charges
Factory 1	144,749	$ 1,076,444	55.57%	13.83%	1.02%
Factory 2	38,001	$ 117,986	6.09%	0.56%	0.38%
Factory 3	22,801	$ 742,702	38.34%	85.61%	9.19%

Gray highlight shows performance — factory is driving majority of charges but not in line with the volume they are producing.

Factory Performance: Based on volume (units and first cost $) and the individual factory's share of total vendor performance. Compliance % is the net charges for each factory divided by the factory's verified first cost. The factory name will be displayed in the red boxes.

> *Note: Total Compliance differs from Scorecard Compliance; transportation charges are included.*

Top Violations | Net Charge $

Top Violations: Details the category, associated charge amounts, and charge counts. Categories can be expanded for additional information by clicking the "+" button to the left.

Once categories are expanded, charges are broken down by individual rule code. Rule descriptions can also be found by expanding (+) upon the rule code.

Vendor & Factory Performance

Vendor & Factory Performance
Net Charge $ | Date Comparison

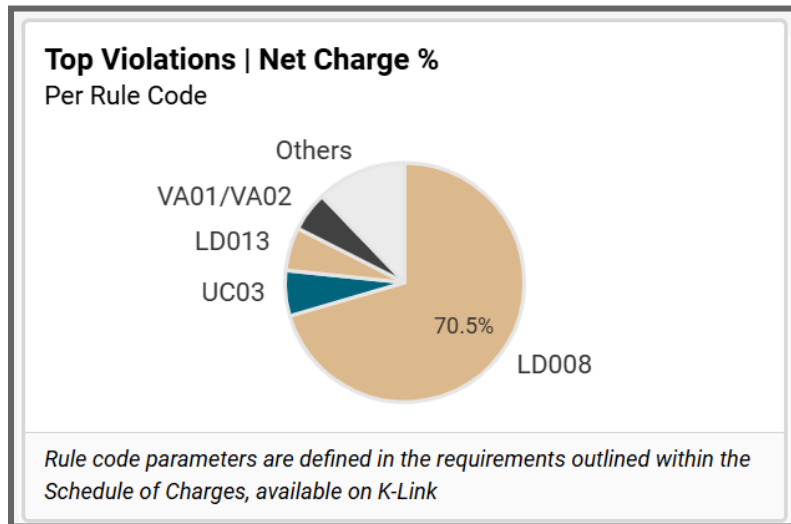| Rule Code 🔍	Rule Desc 🔍		Values		
Factory 🔍	Category 🔍				
		Year: 2025 | Quarter: 3	Year: 2025 | Quarter: 2	$ Change	% Change
Totals		**$ 79,772**	**$ 31,459**	**$ 48,313**	**154%**
⊖ LD008	⊕ Landed Late Shipment	$ 56,228	$ 53,596	$ 2,632	5%
⊖ UC03	⊕ Unusable GS1-128 barcode	$ 4,906	$ 258	$ 4,648	1802%
⊖ LD013	⊕ Late Freight Authorization Submission	$ 4,650	$ 3,450	$ 1,200	35%
⊖ VA01/V...	⊕ Units checked due to vendor accuracy issues	$ 4,305	$ 808	$ 3,497	433%
⊕ TR017		$ 2,730	$ 0	$ 2,730	New

Reversed charges are included in the Net total but are not brokendown. Gray highlight indicates performance changes greater than $1K and 100%.

Vendor & Factory Performance: Rule codes detail the net charge for each violation. Expanding (+) on the code will display the violation description. Expanding (+) upon the description will break down the violation by factory. Vendor totals are bolded at the top of the chart below the headings.

Vendor & Factory Performance
Net Charge $ | Date Comparison

Rule Code 🔍		
Rule Desc 🔍	Dimensions such as Factory can be rearranged	
Factory 🔍		
Category 🔍		
	Year: 2025 | Quarter: 4	
Totals	$ 3,549	
⊕ VA01/VA02	$ 1,271	

Note: Dimensions can be reordered to analyze the data in different ways.

Top Violations by Rule Code

Top Violations | Net Charge %
Per Rule Code

Rule code parameters are defined in the requirements outlined within the Schedule of Charges, available on K-Link

Top Violation by Rule Code: Vendor's top net charges by rule code. Only rule codes with associated violations will be included in the chart.

## Brand and Department Performance

Brand & Department Performance
Net Charge $ | Date Comparison

		Year: 2025 | Quarter: 3	Year: 2025 | Quarter: 2	$ Change	% Change
⊖ 211 - COMFORTERS	**Totals**	**$ 68,290**	**$ 0**	**$ 68,290**	**New**
	⊕ LD008	$ 56,228	$ 0	$ 56,228	New
	⊕ LD013	$ 4,350	$ 0	$ 4,350	New
	⊕ PT01	$ 525	$ 0	$ 525	New

Department Q Rule Code Q Style Description Q Rule Description Q Brand Q Values

Reversed charges are included in the Net Charges total but are not shown separately in the detailed breakdown.

Brand and Department Performance: Violation totals by department number and style description. Expanding (+) on the department will display the violation code. Expanding (+) upon the code will detail the violation description. Expanding (+) on the description will break down the violations by brand. Vendor totals are bolded at the top of the chart below the headings.

Note: When expanding style description, Net Charges are reflected at a PO level. If a PO has multiple styles, you'll see the net charge amount listed more than once.
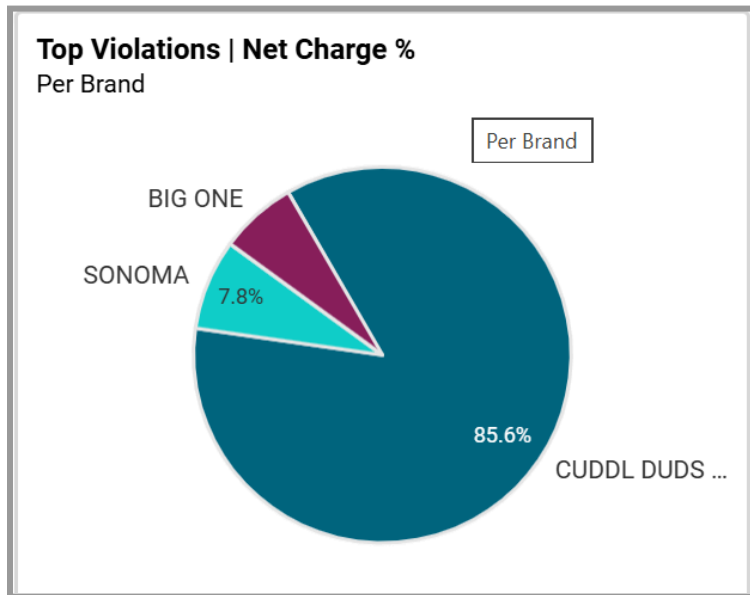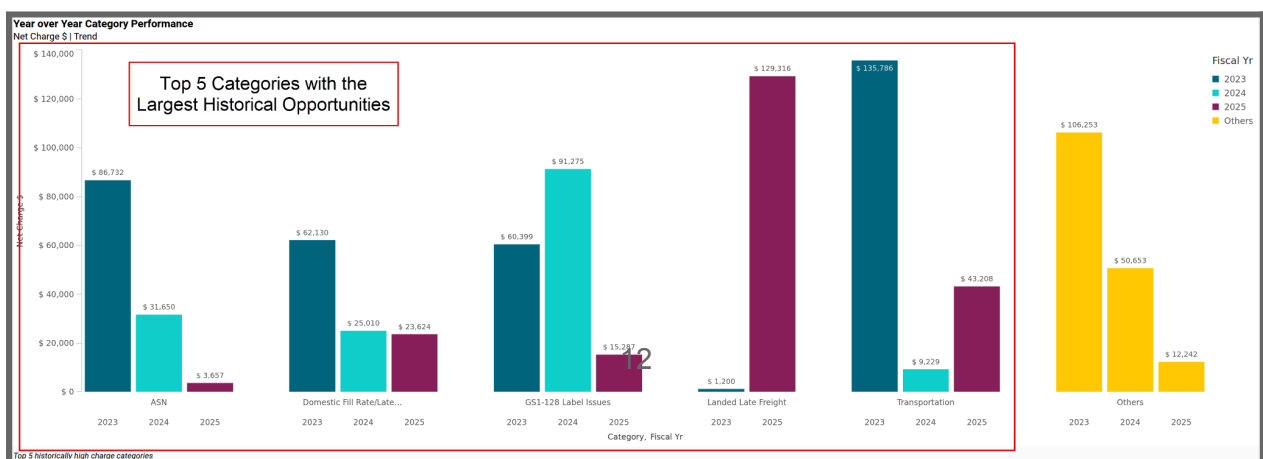

Top Violations by Brand: Vendor's top net charge amount by the Kohl's brand.

Year-over-Year Performance
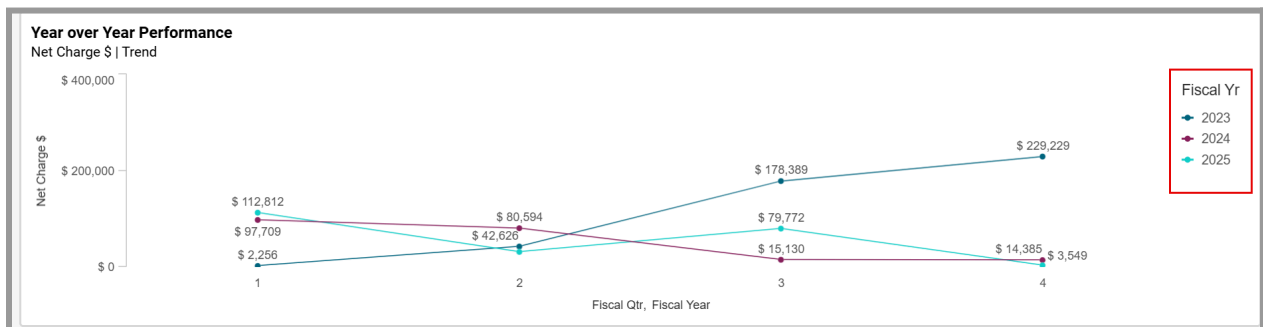
Year-Over-Year Performance: Historical view of net charge amounts and trend by quarter and year.

Year-over-Year Category Performance

Year-Over-Year Category Performance: A historical overview of the top five violation categories with the most significant opportunities up to 3 years. The yellow columns represent "Other" categories that received chargebacks, but historically have Net Charges lower than the top five categories.

Corrective Action Plan

Corrective Action Plan

Category 🔍 Rule Code 🔍			
Rule Desc 🔍 Factory 🔍	Values		
	Year: 2025 | Quarter: 3	Image	Corrective Action
➕ Domestic Fill Rate/Late Freight	$ 1,295	0	0
➕ BOL	$ 700	0	0
➕ Retail Ticket Issues	$ 525	0	0
➕ E-Comm Issues	$ 254	0	0
➕ ASN	$ 150	0	0
➕ Carton Issue	$ 150	0	0

CAP can be broken down by Factory or by Rule Code/Category

	Year: 2025 | Quarter: 4	Image	Corrective Action Steps
Totals	**$ 3,549**	0	0
➕ VA01/VA02	$ 1,271	0	0
➕ TR035	$ 938	0	0
➕ TR054	$ 936	0	0
➕ PT01	$ 253	0	0
➕ TMS06	$ 150	0	0

1. Download as an Excel File
    a. Download directions are covered on page 7 of Qlik Basics, located on K-Link > Resources > Digital > K-Link Guides.
2. After downloading:
    a. Replace zeros in the Image column with images of the correction or with pictures from the Traverse violation.
    b. Replace zeros in the Corrective Action column with the corrective measure that will be implemented to mitigate future charge occurrences.