

Guidelines for Utilizing Promotion Code in the X-12 850 Purchase Order Document

**** Draft ****

Questions that a vendor is expected to answer in the text description of a promotional deal to which a code is assigned for EDI:

- 1) Are "non-qualifying" items allowed on the same purchase order with qualifying lines or will they be cancelled?
- 2) If "non-qualifying" items are allowed, what is the penalty for combining them with a promotional deal? Are special terms forfeited?
- 3) If "non-qualifying" items are not allowed, will they simply be cancelled or will they produce a separate order?
- 4)
- 5)
- 6)

"Simple-Form" Promo Code:

It is expected that each vendor will generate some code (30 characters or less), print that code on a catalog, sales sheet, in email, or by fax, and maintain a database record in their internal systems to store details defining the special pricing, discounting, terms, qty breaks, etc. associated with that promotion.

It is expected that each retail system provide a way for such a promo code to be keyed by the buying agent to be transmitted as a "REF" segment with a reference number qualifier value of "PD" indicating a "Promotional Deal" code will follow in the X12.850.P0.

It is expected that each vendor will read the header "REF" "PD" code and perform lookups and the necessary program logic to apply business rules related to the "Promotional Deal" as described in their internal systems. The business rules enforced by a "Promotional Deal" code can be as complex or as simple as what best meets the needs of each vendor or their capability to accurately maintain them or apply them to orders.

It is expected that each vendor which chooses to implement "Promotional Deal" codes will make every effort to maintain internal systems and procedures sufficient to guarantee that each and every retailer with the capability of sending them will indeed receive the promotion as promised in the printed, faxed or other materials as communicated.

PURCHASE ORDERS:

Here is an example in 3060 version:

ISA*00* *00* *ZZ*1234567 *ZZ*2496836
*050208*0846*U*00300*000006514*0*P*>
GS*PO*1234567*2496836*050208*0846*1*X*003060
ST*850*1001
BEG*00*NE*050208Q3**050208
REF*PD*MYPROMOCODE*MY DESCRIPTION OF PROMO
CSH*N
N1*ST**15*1234567
TD5*****401
P01*1*1*UN*5.99*PR*UP*080688621926
CTP*****DIS*0.58
P01*2*4*UN*16.98*SR*UP*000768226629
CTP*****DIS*0.58
CTT*2*5
SE*12*1001
GE*1*1
IEA*1*000006514

Here is an example in 4010 version:

ISA*00* *00* *ZZ*1234567 *ZZ*2496836
*050208*0846*U*00400*000006514*0*P*>
GS*PO*1234567*2496836*20050208*0846*1*X*004010
ST*850*1001
BEG*00*NE*050208Q3**20050208
REF*PD*MYPROMOCODE*MY DESCRIPTION OF PROMO
CSH*N
N1*ST**15*1234567
TD5*****401
P01*1*1*UN*5.99*PR*UP*080688621926
CTP*****DIS*0.58
P01*2*4*UN*16.98*SR*UP*000768226629
CTP*****DIS*0.58
CTT*2*5
SE*12*1001
GE*1*1
IEA*1*000006514

ACKNOWLEDGMENTS

Here is an example in 3060 version:

ISA*00* *00* *ZZ*2496836 *ZZ*1234567
*050208*0846*U*00300*000006514*0*P*>
GS*PR*2496836*1234567*050208*0846*1*X*003020
ST*855*1001
BAK*00*AC*050208Q3**050208
REF*PD*MYPROMOCODE*MY DESCRIPTION OF PROMO
CSH*N
N1*ST**15*1234567
TD5*****401
P01*1*1*UN*8.99*PR*UP*080688621926
CTP*****DIS*0.58
ACK*CQ
P01*2*4*UN*16.98*SR*UP*000768226629
CTP*****DIS*0.58
ACK*CQ

CTT*2*5
SE*16*1001
GE*1*1
I EA*1*000006514

For version 3020 the ACK01 can carry the value "CQ" = "Cancelled, does not qualify"

Here is an example in 3060 version:

I SA*00* *00* *ZZ*2496836 *ZZ*1234567
*050208*0846*U*00300*000006514*0*P*>
GS*PR*2496836*1234567*050208*0846*1*X*003060
ST*855*1001
BAK*00*AC*050208Q3**050208
REF*PD*MYPROMOCODE*MY DESCRIPTION OF PROMO
CSH*N
N1*ST**15*1234567
TD5*****401
P01*1*1*UN*8.99*PR*UP*080688621926
CTP*****DIS*O.58
ACK*IR*****BI*ACK*CQ
P01*2*4*UN*16.98*SR*UP*000768226629
CTP*****DIS*O.58
ACK*IR*****BI*ACK*CQ
CTT*2*5
SE*16*1001
GE*1*1
I EA*1*000006514

For version 3060 or 4010 the ACK029 can carry the value "CQ" = "Cancelled, does not qualify"

Here is an example in 4010 version:

I SA*00* *00* *ZZ*2496836 *ZZ*1234567
*050208*0846*U*00400*000006514*0*P*>
GS*PR*2496836*1234567*20050208*0846*1*X*004010
ST*855*1001
BAK*00*AC*050208Q3**20050208
REF*PD*MYPROMOCODE*MY DESCRIPTION OF PROMO
CSH*N
N1*ST**15*1234567
TD5*****401
P01*1*1*UN*8.99*PR*UP*080688621926
CTP*****DIS*O.58
ACK*IR*****BI*ACK*CQ
P01*2*4*UN*16.98*SR*UP*000768226629
CTP*****DIS*O.58
ACK*IR*****BI*ACK*CQ
CTT*2*5
SE*16*1001
GE*1*1
I EA*1*000006514

For version 3060 or 4010 the ACK029 can carry the value "CQ" = "Cancelled, does not qualify"