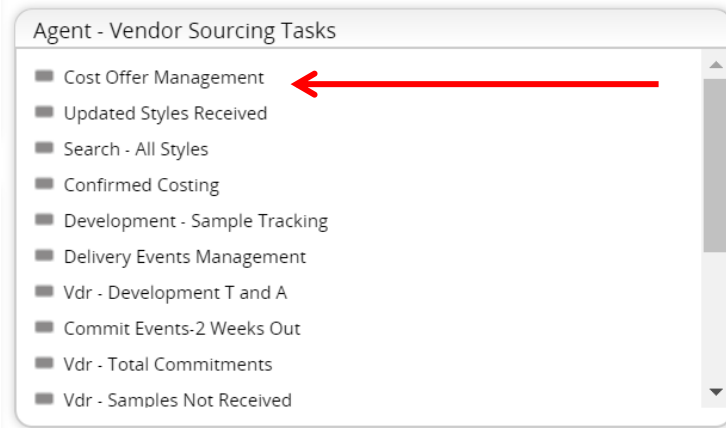# Tradestone
Costing Training-Home

9/18/2020

(Post Tradestone Upgrade)

New Styles Received

Use this query to find all new styles in Tradestone. Only styles that you have not sent back to Urbn will appear in this search.

On Tradestone dashboard, find below link.

Agent - Vendor Sourcing Tasks

- Cost Offer Management ⟵
- Updated Styles Received
- Search - All Styles
- Confirmed Costing
- Development - Sample Tracking
- Delivery Events Management
- Vdr - Development T and A
- Commit Events-2 Weeks Out
- Vdr - Total Commitments
- Vdr - Samples Not Received

Then click on the desired vendor style number.

Search View: **Cost Offer Management** ℹ

⌄ Search Fields

Offer No	Like ⌄		Vendor Style No	Like ⌄		Style Description	Like ⌄	
Brand	Like ⌄		Class	Like ⌄		Sub Brand	Like ⌄	
Season	Like ⌄		Request Date	Equal to ⌄	MM/dd/yyyy 📅	Offer Description	Like ⌄	
Target FOB	Equal to ⌄		Agent / Vendor	Like ⌄		Agent	Like ⌄	

Clear Fields   Search   Show All

⌄ Search List

Export to Excel(XLSX) | Export PDF | Save My View | Save Search | Saved Searches |

Drag a column header and drop it here to group by that column. Rows from only this page are grouped

|◄ ◄ (1) 2 3 4 ► ►| 1 - 100 of 309 items   Goto Page 1 of 4   100 ▼ Records Pe

☐	Offer No	⋮	Vendor Style No	⋮	Style Description	Brand	⋮	Class		Sub Brand	⋮	Season	⋮	Request Date	⋮	Offer Description	⋮
☐	1111519		Style No Here					4110	BLOUSES - ANTHRO.			FALL 2020		03/05/2020		3/13 500 U ORG CTTN	

What are "offers" in Tradestone?

- Offers are quotes.

- Submitting an Offer replaces submitting quote sheets.

- There can be multiple Offers for one style. New Offers are created when product variation impacts cost. For example:
  - two different sizes - twin and queen
  - one style in different materials like glass and resin
  - print type is different
  - Retail vs. Direct

- If an offer is created, it doesn't mean it should be sampled. Please read the tech pack and offer line for sample instructions.

How to enter costs in Tradestone

- In the Style (Request for Quote) record, it will bring you to the Overview Tab. Click the Details tab to see the Offers

- In Details, click Offer No. you would like to enter costing for.

Request For Quote:

| Overview | **Details** | Attachments | Events | Multi HTS |

▼ Style Offer View

| Submit Offer | Copy Offer | Summary Bulk Print | Detail Bulk Print |

| Fill Up | Fill Down | Fill Selected |

	Offer No ▼	Offer Type ▼	Offer Description ▼	Status ▼
	1111519	INITIAL		SENT

How to enter costs in Tradestone

- Offer Overview is where you will enter Offer level information
- Click Bill of Materials Tab to enter Cost Breakdown

How to enter costs in Tradestone: Bill of Materials

- Cost Breakdown is available in the Detail section at the bottom
- Make sure to **Save** all information on the Bill of Materials Tab before you click back to the Overview tab

Cost options include:
Raw Material – Main
Raw Material
Finishing
Mold/Detail Charge
CM/Labor
Markup/Overhead
Labels/Product Packaging
All Handling/FOB Charges
Other
Total FOB
Decal Fee
LCL Fee
Mold Fee
Testing Fee

How to enter costs in Tradestone: Bill of Materials

Detail

	Type	Description	Price	Usage	UM	Total $	Mill
☐	FABRIC-MAIN ⌄	FLATWEAVE RUG + 4 ROWS OF TUF...	25.32	1	🔍	25.32	🔍
☐	CM/LABOR ⌄				🔍	0.00	🔍
☐	MARKUP/OVERHE ⌄				🔍	0.00	🔍
☐	LABELS/PRODUCT ⌄	PACKAGING	0.58	1	🔍	0.58	🔍
☐	ALL HANDLING/F(⌄				🔍	0.00	🔍
☐	--Select-- ⌄				🔍		🔍
☐	--Select-- ⌄				🔍		🔍
☐	--Select-- ⌄				🔍		🔍
☐	--Select-- ⌄				🔍		🔍
☐	--Select-- ⌄				🔍		🔍

Note
Usage: typically, just enter 1 for the cost component to then factor in for the cost entered. However, you could put a decimal in to calculate based on a certain amount of the total (Example: A mold fee that would be split between two styles, you can enter the total mold fee and put usage as .5 to be 50% of the mold fee per each style)

How to Submit offer in Tradestone: Bill of Materials

Offer Response:

Overview | Bill Of Material | Change Tracking

▼ Offer Response Overview

Copy Offer | **Submit Offer**

- Submit Offer
  - You need to make sure the following ifnormation is filled out prior to Submitting:
    - Offer Description
    - Minimum Order Qty
    - Minimum Color Qty
  - Save any changes on the screen and then Click Submit Offer

Pricing

Offer Type	INITIAL		
Offer Description			
MinimumOrder Qty (Yds)		MinimumColor Qty (Yds)	
Target FOB		Estimated Units	500
Price Bucket	--Select--	Fabric Confirmed Date	
FOB Price	24.50	Freight Factor/Unit Weight	0.26
Effective DateOffer Date			

How to copy an offer

- You will use the copy offer option if you have multiple cost options for one style number (ie: multiple cost options for fabric, color or MOQ)
- To copy an offer line, you will select the Offer line and click the 'Copy Offer' button.
  - This should be done **PRIOR** to selecting the 'SUBMIT OFFER' option on the current offer you are working on.
- Please ensure the Offer Description field is updated to align with the costing being entered (ie: "5'x8' rug", "wool blend option", "MOQ 1000 units", etc…)

Request For Quote

Overview	Details	Attachments	Events	Multi HTS

▼ Style Offer View

Submit Offer	Copy Offer	Summary Bulk Print	Detail Bulk Print

Fill Up	Fill Down	Fill Selected

☐	Offer No ▼	Offer Type ▼	Offer Description ▼
✓	1149707	INITIAL	

Updating an Existing Offer

Agent - Vendor Sourcing Tasks

- Cost Offer Management
- Updated Styles Received
- Search - All Styles
- Confirmed Costing
- Development - Sample Tracking
- Vdr - Development T and A
- Commit Events-2 Weeks Out
- Vdr - Total Commitments
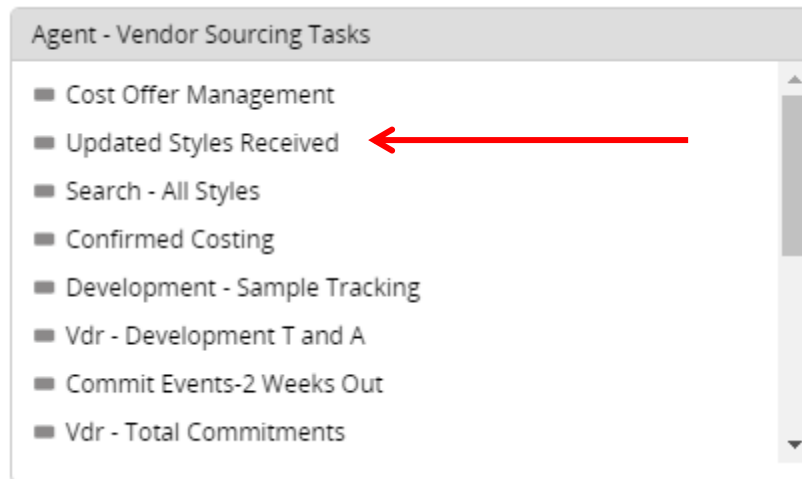
When updating costs, keep all updates on the same offer that was sent to you by the Production Coordinator.