



GS1net – Synchronising With Your Customers in Australia & New Zealand

Version 2.2



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Options

How can I support customers in both Aust and NZ markets with GS1net?

- **Single Market Catalogues:** Operate 1 or more separate Australia and New Zealand catalogues.
- **Dual Market Catalogue:** Operate a catalogue containing GTINs to be synchronised in both NZ and Aust markets. Requires you to trade with both NZ and Aus customers via a **single** legal entity.

PLEASE NOTE:

1. For the NZ market, GS1 requires the Global Location Number (GLN) identifying your GS1net catalogue to represent the legal entity trading with the intended recipients of your data e.g. ACME NZ LTD's GLN (not ACME US INC) trading with RETAILER NZ LTD
2. You can only have **one legal entity** represented per GS1net catalogue. If you require more than one legal entity then you will require more than one GS1net catalogue.



Key Concepts

- **GS1net** is a Data Synchronisation service offered by GS1 Australia and GS1 NZ to our members in each region.
- Each catalogue is identified on GS1net by a Global Location Number (**GLN**) representing the legal entity of the information provider.
- Each catalogue can only contain a GLN reference to a single legal entity.
- For the NZ market it is imperative the GLN of your catalogue represents the legal entity that is trading with the intended recipients on your GS1net data.
- A Target Market (TM) identifies the country with which the product will be synchronised with.
- A Global Trade Item Number (**GTIN**) needs to be loaded once against Aust and once against NZ TMs to be synchronised with both Aust and NZ in all catalogue scenarios.
- A **Dual Market** GTIN is a GTIN within a catalogue that appears twice. e.g. once for TM NZ and once for TM Aust.
- A **Single Market** GTIN is a GTIN within a catalogue that appears only once against a single TM. e.g. once for TM NZ only.
- Fees are based on a per Single Market or Dual Market GTIN per quarter basis.
- Fee **Caps** are the maximum amount you will pay based on your company legal entity turn over within a country or turnover within both countries in Dual Catalogues.



Important Considerations For Those Considering 'Dual Market' catalogues

- In NZ the legal entity referenced by the catalogue GLN must represent the legal entity trading with the recipients of your GS1net data. **Hence "Dual Market" catalogues for Aus/NZ will only work in NZ when one legal entity services both Australia and New Zealand customers.**
- Maintaining **timely and accurate** data that supports your business relationships is the most important component of GS1net.
- Remember that your local customers will expect local supplier support and accountability for the GS1net data.
- Remember that GS1net is about enhancing an ongoing business relationship and is not a finite IT project.
- Operating a Dual Market catalogue can create restrictions on how you administer and manage your catalogue within GS1net.
- Single Market Catalogues can also be populated by the same data sources
- Your approach to catalogues within GS1net can change over time.
- The cost differential in terms of GS1 ongoing fees between both Single Market and Dual Market approaches can be very small.



More Information

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APPENDIXES



Single vs. Dual market catalogue

	Single Market Catalogues	Dual Market Catalogue
GS1 Membership	<ul style="list-style-type: none"> • Full financial GS1 NZ(/GS1 Aust) member to operate a single market catalogue for NZ (/Aust) • Exceptions may apply if organisation doesn't operate at all in the country where mship is required 	<ul style="list-style-type: none"> • Full financial member in both GS1NZ AND GS1 Aust
GS1net Registration	≥1 catalogue(s) registered as NZ for NZ / Aust for Aust	Catalogue is registered out of GS1 NZ OR GS1 Aust
GS1net Ongoing Fees	<ul style="list-style-type: none"> • Incurred by each catalogue based on schedules (**) from GS1 NZ / GS1 Aust. • Based on a per GTIN per quarter 'Single Market' GTIN fee with a per catalogue cap fee available based on applicable legal entity turn-over within each country. • Minimum catalogue fee applies • Fees not impacted by # of trading partners you publish your data to, nor # of updates, or # your GS1net users. 	<ul style="list-style-type: none"> • GTINs are loaded repeatedly against the applicable TMs where the GTIN will be synchronised (i.e. once for NZ and once for Aust). • GTINs that are loaded against only one TM pay the 'Single Market' GTIN fee based on the fee schedule from the GS1net registered country. • GTIN loaded against both TMs incur a 'Dual Market' GTIN Fee based on the fee schedule (***) from the registered country. • Cap Fees for Dual Market Catalogues are based on turnover of the legal entity in both regions and applied against the dual market cap fee structure. • Minimum catalogue fee still applies.
GS1net On-boarding Services	<ul style="list-style-type: none"> • By default provided out of the country of GS1net Registration and where data synchronisation will occur. • Additional value added services available from both GS1 NZ and GS1 Aust 	<ul style="list-style-type: none"> • Supplier should elect where core GS1 on-boarding support is to be provided i.e. GS1net Essential(s) from NZ or Aust • Additional value added services available from both GS1 NZ and GS1 Aust • Additional nominal fees maybe applicable in the local market where data synchronisation will occur. This is dependant on market and data recipient requirements. Please enquire with GS1
Connectivity Fees	• Set-up per catalogue or as appropriate	• Single link established once
Other Assumptions	<ul style="list-style-type: none"> • Each catalogue can be managed and administered separately. • Each catalogue can be populated by the same data source(s) if required. 	<ul style="list-style-type: none"> • Catalogue is administered and managed as one catalogue servicing both Aust and NZ markets. • That a single legal entity trades with both the Australian and New Zealand markets



(**) Single Market Catalogue – GS1net Ongoing Fees (@ 1st July 2010)

AUST Fee Structure – Single Market				NZ Fee Structure – Single Market			
Australia Gross Annual Company Turnover (AUD)		GS1net Quarterly Fees (Based on \$ 3.40 AUD per GTIN per quarter)		New Zealand Gross Annual Company Turnover (NZD)		GS1net Quarterly Fees (Based on \$ 3.15 NZD per GTIN per quarter)	
From	To	Minimum Fee (AUD)	Capped Fee (AUD)	From	To	Minimum Fee (NZD)	Capped Fee (NZD)
Nil	< \$1m	\$ 95.00	\$95.00	Nil	< \$1m	\$ 90.00	\$90.00
\$1m	< \$5m	\$ 95.00	\$310.00	\$1m	< \$2m	\$ 90.00	\$290.00
\$5m	< \$10m	\$ 95.00	\$930.00	\$2m	< \$10m	\$ 90.00	\$870.00
\$10m	< \$25m	\$ 95.00	\$1,420.00	\$10m	< \$30m	\$ 90.00	\$1,750.00
\$25m	< \$50m	\$ 95.00	\$1,880.00	\$30m	< \$100m	\$ 90.00	\$2,350.00
\$50m	< \$100m	\$ 95.00	\$2,500.00	\$100m	< \$500m	\$ 90.00	\$4,050.00
\$100m	< \$500m	\$ 95.00	\$4,400.00	\$500m	< \$1b	\$ 90.00	\$6,950.00
\$500m	< \$1b	\$ 95.00	\$7,500.00	\$1b	< \$5b	\$ 90.00	\$8,800.00
\$1b	< \$5b	\$ 95.00	\$9,400.00	\$5b	+	\$ 90.00	POA
\$5b	+	\$ 95.00	POA				



(***) Dual Market Catalogues – GS1net

Ongoing Fees (@1st July 2010)

AUST Fee Structure – Dual Market				NZ Fee Structure – Dual Market			
Aust and NZ Gross Annual Company Turnover (AUD)		GS1net Quarterly Fees (Based on \$ 3.30 AUD per Single Market GTIN and \$4.40 AUD per Dual Market GTIN - per quarter)		Aust & NZ Gross Annual Company Turnover (NZD)		GS1net Quarterly Fees (Based on \$ 3.15 NZD per Single Market GTIN and \$4.20 NZD per Dual Market GTIN - per quarter)	
From	To	Minimum Fee (AUD)	Dual Catalogue Capped Fee (AUD)	From	To	Minimum Fee (NZD)	Dual Catalogue Capped Fee (NZD)
Nil	< \$1m	\$ 95.00	\$125.00	Nil	< \$1m	\$ 90.00	\$120.00
\$1m	< \$5m	\$ 95.00	\$415.00	\$1m	< \$2m	\$ 90.00	\$400.00
\$5m	< \$10m	\$ 95.00	\$1,240.00	\$2m	< \$10m	\$ 90.00	\$1,200.00
\$10m	< \$25m	\$ 95.00	\$1,880.00	\$10m	< \$30m	\$ 90.00	\$2,350.00
\$25m	< \$50m	\$ 95.00	\$2,475.00	\$30m	< \$100m	\$ 90.00	\$3,150.00
\$50m	< \$100m	\$ 95.00	\$3,325.00	\$100m	< \$500m	\$ 90.00	\$5,400.00
\$100m	< \$500m	\$ 95.00	\$5,820.00	\$500m	< \$1b	\$ 90.00	\$9,250.00
\$500m	< \$1b	\$ 95.00	\$10,000.00	\$1b	< \$5b	\$ 90.00	\$11,750
\$1b	< \$5b	\$ 95.00	\$12,500.00	\$5b	+	\$ 90.00	POA
\$5b	+	\$ 95.00	POA				



Dual Market Catalogues - Fee Calculation Example

Example catalogue contains **4 unique GTINs** but **6 GS1net GTIN records**.

GTIN A is to be synchronised with Aust only resulting in GS1net GTIN record 1.

GTIN B is to be synchronised with NZ only resulting in GS1net GTIN record 2.

GTINs C & D are to be synchronised with both Aust and NZ resulting in GS1net GTIN records 3,4,5,&6 .

Hence this scenario results in **6 GS1net GTIN records**

ACME NZ LTD : GLN 94#####		
TM = Aust	TM = NZ	GTIN Fee Per Quarter
GTIN A		Single Market GTIN Fee x 1
	GTIN B	Single Market GTIN Fee x 1
GTIN C	GTIN C	Dual Market GTIN Fee x 1
GTIN D	GTIN D	Dual Market GTIN Fee x 1
Total Fee = (Dual Market GTIN Fee(*) x 2) + (Single Market GTIN Fee x 2)		
* OR GS1net Dual Catalogue Cap Fee (If applicable)		

For GS1 NZ Registered Dual Catalogue	For GS1 Aust Registered Dual Catalogue
<ul style="list-style-type: none"> •Single Market GTIN Fee = 3.15 NZD per quarter •Dual Market GTIN Fee = 4.20 NZD per quarter 	<ul style="list-style-type: none"> •Single Market GTIN Fee = 3.40 AUD per quarter •Dual Market GTIN Fee = 4.55 AUD per quarter

Note: This example assumes that ACME NZ LTD is the correct legal entity trading with both the NZ and Aus trading partners