Price Discount (% or Fixed Amt)

	Type & Features	DIS Rules &	& Samples
1)	DIS Promotion type is "Discount by Amount" or "Discount by %"	 If it's multiple tier (multiple line items set in DIS), the last tier (last ex: 	t line-item) discount (% or Amt) will NOT be multiplied.
2)		Buy 1 – 4 Carton, get \$1 off/ctn	
	implementation) -> expiry set per scheme	Buy 5 – 9 Carton, get \$3 off/ctn	
3)	Number of utilized	Buy 10 – 50 Carton, get \$5 off/ctn (no incremental)	
4)	Volume cap apply (based on max qty)	buy 10 -> 10* \$5 = total \$50 off,	
5)	Minimum qty apply	buy 20 -> 20* \$5 = total \$100 off,	
6)	Allow Exclusivity (in case there are overlapping	buy 25 -> 25* \$5 = total \$125 off, 27 >20*5 = \$100 Total	
	scheme/mechanics for the same SKU/Customer)	buy 40 -> 40* \$5 = total \$200 off,	
7)	Allow Priority (sequencing of scheme)	buy 100 -> 50* \$5 = total \$250 off	
8)	NO incremental/multiplication on the last tier/line item		
9) -		2. Apply the same for single line-item settings (no incremental)	
		<u>ex:</u>	
		Buy 10 – 100 Carton of GUI 32cl Cans, get \$2 off/ctn	Buy $1 - 100$, get \$1 off/ctn
		10 -> 10* \$2 = \$20 total; 19 -> 19* \$2 = \$38 (Total disc) 20 -> 20* \$2 = \$40 total; 29 -> 29* \$2 = \$58 (Total disc)	2 -> \$2 off (total) 10 -> \$10 off (total)
		$100 -> 100^{*}$ 52 = \$200	10 -> \$10 011 (total)
		$110 \rightarrow 100^{\circ}$ \$2 = \$200	
		110 -> 100 32 - 3200	
		 If it's acceleration discount, the line-item in DIS setting for min qtv multiplication (like sample #1 of the last tier above) □ in the mea ex: ANC Strong 24s x 500ml Carton, 1 Carton get \$1 off -> Min: 1; Max: 1; disc amt: \$1 5 Cartons get \$6 off -> Min: 5; Max: 5; disc amt: \$6 10 Cartons get \$12 off -> Min: 10; Max: 10; disc amt: \$12 	

How does the acceleration logic works? Does it always increment by 1?

Please refer to 2nd line-item of sample #3 above, whereby the min qty: 5, does it increment by 5 or by 1?

3rd line-item, does it increment by 10 or by 1?

Price Discount (% or Fixed Amt). Acceptance criteria

DIS Rules & Samples

Total amount discount

1 [-] GIVEN I'm the end customer AND I have the Multiple lines Discount Promo - Total Amount available on the storefront with the following logic:
 Buy 1 – 4 Carton, get \$1 off/ctn
 Buy 5 – 9 Carton, get \$3 off/ctn
 Buy 10 – 50 Carton, get \$5 off/ctn (no incremental)

Number of utilised is 10 (only confirmed orders counts)

WHEN I buy 1 carton THEN I should get \$1 off discount; WHEN I buy 3 cartons THEN I should get \$1* 3 = \$3 off discount;

WHEN I buy 5 carton THEN I should get \$3*5 = \$15 off discount; WHEN I buy 9 carton THEN I should get \$3*9 = \$27 off discount;

WHEN I buy 10 carton THEN I should get \$5*10 = \$50 off discount;
WHEN I buy 20 carton THEN I should get \$20*5 = \$100 off discount;
WHEN I buy 25 carton THEN I should get \$20*5 = \$125 off discount;
WHEN I buy 25 carton THEN I should get \$20*5 = \$125 off discount;
WHEN I buy 25 carton THEN I should get \$20*5 = \$125 off discount;
WHEN I buy 25 carton THEN I should get \$20*5 = \$125 off discount;
WHEN I buy 25 carton THEN I should get \$20*5 = \$125 off discount;
WHEN I buy 40 carton THEN I should get \$40*5 = \$200 off discount (because 50 cartons qty is capped parameter - so everything which is higher than 50 qty won't be rewarded more than \$50*5 off discount)
WHEN I buy 100 carton THEN I should get \$50*5 = \$250 off discount.

Price Discount (% or Fixed Amt). Acceptance criteria

DIS Rules & Samples

2 [-] GIVEN I'm the end customer AND I have the Multiple lines Discount Promo - Total Amount available on the storefront with the following logic: Buy 10 – 100 Carton of GUI 32cl Cans, get \$2 off/ctn

WHEN I buy 10 cartons THEN I should get 10*\$2 = \$20 off discount; WHEN I buy 19 cartons THEN I should get 19*\$2 = \$38 off discount; WHEN I buy 20 cartons THEN I should get 20*\$2 = \$400 off discount; WHEN I buy 100 cartons THEN I should get 100*\$2 = \$200 off discount; WHEN I buy 110 cartons THEN I should get 100*\$2 = \$200 off discount.

3 [-] GIVEN I'm the end customer AND I have the Multiple lines Discount Promo - Total Amount available on the storefront with the following logic: MIN QTY is equal to MAX QTY
1 Carton get \$1 off - min qty=max qty =1;
5 Cartons get \$6 off - min qty=max qty =5;
10 Cartons get \$12 off - min qty=max qty =5;

WHEN I buy 1 carton THEN I get \$1 off discount (in the meantime we need to set for each individual line item, as there is no acceleration implemented at the moment); WHEN I buy 5 cartons THEN I get \$6 off discount (in the meantime we need to set for each individual line item, as there is no acceleration implemented at the moment); WHEN I buy 10 cartons THEN I get \$12 off discount (in the meantime we need to set for each individual line item, as there is no acceleration implemented at the moment); WHEN I buy 10 cartons THEN I get \$12 off discount (in the meantime we need to set for each individual line item, as there is no acceleration implemented at the moment); WHEN I buy 11 cartons THEN I should get \$12 off - **THIS CASE IS POSTPONED AS IT IS NOT IMPLEMENTED ON DIS PLATFORM.**

Price Discount (% or Fixed Amt). Acceptance criteria

DIS Rules & Samples

Percentage discount logic the same as Total amount discount, but % discount needs to be applied not to Total price but to unit price

Please, see the example of the logic:

- Buy 1 -> get 1% off/ctn = 1 * (unit price 1%)
- Buy 3 -> get 1% off/ctn = 3 * (unit price 1%)
- Buy 5 -> get 3% off/ctn = 5 * (unit price 3%)
- Buy 9 -> get 3% off/ctn = 9 * (unit price 3%)
- Buy 20 -> get 5% off/ctn = 20 * (unit price 5%)

Buy 80 -> get 5% off/ctn for the 50 items and the remaining 30 items get no discount = 50 * (unit price – 5%) + 30 * unit priceWHEN I buy 1 carton THEN I get \$1 off discount (in the meantime we need to set for each individual line item, as there is no acceleration implemented at the moment);

WHEN I buy 5 cartons THEN I get \$6*5 off discount (in the meantime we need to set for each individual line item, as there is no acceleration implemented at the moment); WHEN I buy 10 cartons THEN I get \$12+10 off discount (in the meantime we need to set for each individual line item, as there is no acceleration implemented at the moment); WHEN I buy 11 cartons THEN I should get \$12*10 off.

Update: in one Discount promo, it could have multiple SKUs and in that case it should be "OR" logical expression.

Basically each SKU will be treated as different line item and if it meets the condition (between the range of min - max qty, and fall within the effective period date) it should trigger the promo.

Example of XML:



Item Trade Offer. (Free of Charge – FOC)

	Type & Features	DIS Rules & Samples
1) 2) 3) 4) 5) 6) 7) 8) 9) 10)	DIS Promotion type is " <i>Item Trade Offer</i> " Buy X get Y FOC Period expiry can be set by Customer and/or by SKU FOC can be of the same product or diff product FOC SKU up to max 2 diff SKUs Number of utilized Volume cap apply (based on max qty) Minimum qty apply Allow Acceleration by tier Last tier/line item ALWAYS incremental (apply to single & multiple line item)	 If it's multiple tier (multiple line items set in DIS), the last tier (last line-item) FOC qty will be multiplied. ex: Buy 1 – 4 Crates of HEI QT, FOC 6 bottles of HEI QT and FOC 2 bottles of TIG QT Buy 5 – 9 Crates of HEI QT, FOC 1 Crate of HEI QT Buy 10-49 Crates of HEI QT, FOC 2 Crates of HEI QT -> last tier, hence every multiplication of 10 (min qty of this last tier), FOC 2*#tier, in this case: 10-19: FOC 2 (2*1) – last tier 1, 20-29: FOC 4 (2*2) – last tier 2, 30-39: FOC 6 (2*3) – last tier 3,
		30 – 39 -> 3 FOC; 30: 3 FOC; 33:3 FOC

Item Trade Offer (Free of Charge - FOC)

DIS Rules & Samples

1 [-] GIVEN I'm the end customer AND I have Trade off promo Multiple line available with the following logic: Buy 1 – 4 Crates of HEI QT, FOC 6 bottles of HEI QT and FOC 2 bottles of TIG QT, where Min qty = 1 and Max qty = 4; Buy 5 – 9 Crates of HEI QT, FOC 1 Crate of HEI QT, where Min qty = 5 and Max qty = 9;

Buy 10-49 Crates of HEI QT, FOC 2 Crates of HEI QT -> last tier, hence every multiplication of 10 (min qty of this last tier) WHEN I buy 10 - 19 crates THEN I should get 2*1 = 2 FOC products - 1st tier; WHEN I buy 20 - 29 crates THEN I should get 2*2 = 4 FOC products - 2nd tier; WHEN I buy 30 - 39 crates THEN I should get 2*3 = 6 FOC products - 3rd tier; WHEN I buy 40 - 39 crates THEN I should get 2*4 = 8 FOC products - 3rd tier; WHEN I buy 50 and higher qty of crates THEN I still should get 2*4 = 8 FOC products - no multiply, because it's go over the Max qty (49).

2. [-] GIVEN I'm the end customer AND I have Trade off promo Single line available with the following logic: *Buy 10 – 100 Carton of GUI 32cl Cans, FOC 1 Carton of TIG 32cl Cans*

WHEN I buy 10 - 19 cartons THEN I get 1FOC item;
WHEN I buy 15 cartons THEN I get 1 FOC item;
WHEN I buy 20 - 29 cartons THEN I get 2 FOC item;
WHEN I buy 28 cartons THEN I get 2 FOC item;
WHEN I buy 30 - 39 cartons THEN I get 3 FOC item;
WHEN I buy 33 cartons THEN I get 3 FOC item;
WHEN I buy 100 cartons THEN I get 10 FOC item;
WHEN I buy 110 cartons and higher qty THEN I still get 10 FOC item.

Item Trade Offer. Acceptance criteria

DIS Rules & Samples

3 [-]GIVEN I'm the end customer AND I have Trade off promo Single line available with the following logic: MIN qty is equal to MAX qty, for now need to set for each individual line item ANC Strong 24s x 500ml Carton - product _ buy 1 Carton - get FOC 1 Can buy 5 Cartons - get FOC 6 Cans buy 10 Cartons - get FOC 12 Cans_

WHEN I buy 1 cartons THEN I get 1 FOC;
WHEN I buy 5 cartons THEN I get 6 FOC;
WHEN I buy 10 cartons THEN I get 12 FOC;
WHEN I buy 12 cartons THEN I get 12 FOC - THIS CASE IS POSTPONED AS IT IS NOT IMPLEMENTED ON DIS PLATFORM
WHEN I buy 3 cartons THEN I get 1 FOC - THIS CASE IS POSTPONED AS IT IS NOT IMPLEMENTED ON DIS PLATFORM
WHEN I buy 6 cartons THEN I get 6 FOC - THIS CASE IS POSTPONED AS IT IS NOT IMPLEMENTED ON DIS PLATFORM

THIS promo will be updated with the scenario like: Buy 1 Product A, get FOC 1 Product B Buy 1 Product X, get FOC 1 Product Y Buy 1 Product D, get FOC 1 product E

Bundle Offer

	Type & Features		I	DIS Rules & Samples
• 2)	"Bundle Offer for Trade Item", "Bundle Offer for Discount Amount", "Bundle Offer for Discount %" Combination of <u>multiple criteria/products</u>	10 <u>ex</u> : Buy 5 & 3 -> FOC 5 & 12 Buy 10 & 6 -> FOC 10 & 24	(1 Carton) – incremental sample	
3) 4)	MUST meet the criteria of the bundle (Qty and Combination of SKU) It's ALWAYS Incremental (capped at max qty)	Buy 100 & 60 \rightarrow FOC 100 & 24 For the 11 th confirmed order will be	0 (10 cartons) – if it's on the sa	3 rd bundle criteria hence no FOC me order
5) 6)	Volume cap apply (based on max qty)	2. Purchase <u>1 Carton of Barons</u> The above is sample of Promo on	Promo, of which the ANC Stron	ntitled to purchase 2 Cartons of Anchor Strong 50cl at special price (\$30/ctn) g promo on special price (in blue color) only applicable if the <u>main promo</u> is
7)				ex: disc 0%) low to qualify for \$30 discount and entitle to purchase Anchor Strong at 10:1 up to
7) • •	Allow Promo on Promo: Of which can apply as FOC or Price Discount Need to satisfy the main promo before enjoying the promo o	20 cartons Anchor Can 32.3cl (24s) x2 cart nTiger Can 32.3cl (24s) Heineken Quart 64cl	ons x2 cartons x3 cartons	Bundle Offer for Discount Amount;
8) •	promo Bundle Linking: enable multi bundles validation Both bundles should have same number of times valid (for <u>ex</u> 3 means entitled up to 3 bundles in combination)	ABC Can 32.3cl	x2 cartons x1 carton x1 carton x1 carton	with promo on promo for FOC
•	Both bundles must be linked each other <u>ex</u> : A->B, B->A	 Link Bundle Bundle deal A: 		
	Scheme Closed: Control Aug 18 Promotion On FOC: Promotion On Discount: Multiple Bundle Validation: Link to Bundle: SG170558 [Create By: ADMIN Create Disc.	Heineken Can50cl (24s) Anchor Strong Can 50cl @10:1 Free 12 cans Heineken Can 50cl + Bundle deal B: Heineken Quart 64cl (12s)	x3 cartons x5 cartons (normal 20:1) Free 12 cans Anchor Strong Car x2	n 50cl
	Create Time: 8:39:04 PM Scheme ledger Entries: 2 FOC ledger Entries: 2 Discount ledger Entries: 0 Promotion Quantity: 1	Tiger Can 50cl (24s) Free 12 cans of Tiger can 32.3cl	x3	

Each retailer is entitled up to 3 bundles

Bundle Offer. Acceptance criteria

DIS Rules & Samples

1. [-] GIVEN I'm the end customer AND I have the available promo with the following logic (Bundle Sample): Buy 5 Cartons of ANC Strong Can 50cl AND 3 Cartons of HEI Can 50cl, get FOC 5 Cans ANC Strong 50cl and 12 Cans HEI 50cl; number of utilized: 10;

WHEN I buy 5 Cartons of ANC Strong Can 50cl AND 3 Cartons of HEI Can 50cl THEN I should get FOC items - 5 Cans ANC Strong 50cl and 12 Cans HEI 50cl; WHEN I buy 10 Cartons of ANC Strong Can 50cl AND 6 Cartons of HEI Can 50cl THEN I should get FOC items - 10 Cans ANC Strong 50cl and 24 Cans HEI 50cl; WHEN I buy 100 Cartons of ANC Strong Can 50cl AND 60 Cartons of HEI Can 50cl THEN I should get FOC items - 100 Cans ANC Strong 50cl and 240 Cans HEI 50cl; WHEN I buy 100 Cartons of ANC Strong Can 50cl AND 60 Cartons of HEI Can 50cl THEN I should get FOC items - 100 Cans ANC Strong 50cl and 240 Cans HEI 50cl; WHEN I'm ordering the products from promo AND it's 11th confirmed order THEN I'm not eligible for promo.

2. [-] GIVEN I'm the end customer AND I have the available promo with the following logic (Bundle Sample - with Range quantity):

_buy 5-50 Cartons of product A

AND

buy 3-30 Cartons of product B - get 2 products C FOC and 3 products D FOC _

WHEN I buy 60 A AND 33 B THEN I should get 20 products C FOC and 30 products D FOC; WHEN I buy 40 A AND 5 B THEN I should get 2 products C FOC and 3 products D FOC.

3. [-] GIVEN I'm the end customer AND I have the available promo with the following logic (Bundle Sample - with Specific qty):

_buy 5 Cartons of product A

AND

buy 3 Cartons of product B - get 2 products C FOC and 3 products D FOC _

WHEN I buy 60 cartons of A AND 30 cartons of B THEN I should get 2 products C FOC and 3 products D FOC.

Bundle Offer. Acceptance criteria

DIS Rules & Samples

4. [-] GIVEN I'm the end customer AND I have the available promo with the following logic (Promo on Promo): buy 2 cartons of product A AND buy 2 cartons of product B AND buy 3 cartons of product C AND buy 2 cartons of product D AND buy 2 cartons of product D AND buy 1 cartons of product E AND buy 1 cartons of product F getting \$30 discount of total (11 items in total here in this bundle)

AND you can buy 10 cartons of product G getting 1 FOC item

WHEN I buy all of the producs from bundle - 11 products THEN I'm getting \$30 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 22 products THEN I'm getting \$60 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 22 products AND I'm getting \$60 off discount AND I buy 20 cartons of G THEN I get 20 FOC item.

Please see SG sample .xls file in the attachment.

5. [-] GIVEN I'm the end customer AND I have the available promo with the following logic (Promo on Promo with range):

buy 2 - 4 cartons of product A AND

buy 2 - 4 cartons of product B AND

buy 3 - 6 cartons of product C AND

buy 2 - 4 cartons of product D AND

buy 1 - 2 cartons of product E AND

buy 1 - 2 cartons of product F getting \$30 discount of total (11 items in total here in this bundle)

AND

you can buy 10 cartons of product G getting 1 FOC item

WHEN I buy all of the producs from bundle - 11 products THEN I'm getting \$30 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 22 products THEN I'm getting \$60 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 33 products THEN I'm getting \$60 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 22 products AND I'm getting \$60 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 22 products AND I'm getting \$60 off discount AND I buy 20 cartons of G THEN I get 20 FOC item.

Bundle Offer. Acceptance criteria

DIS Rules & Samples

4. [-] GIVEN I'm the end customer AND I have the available promo with the following logic (Promo on Promo): buy 2 cartons of product A AND
buy 2 cartons of product B AND
buy 3 cartons of product C AND
buy 2 cartons of product D AND
buy 1 cartons of product E AND
buy 1 cartons of product F getting \$30 discount of total (11 items in total here in this bundle)

AND you can buy 10 cartons of product G getting 1 FOC item

WHEN I buy all of the producs from bundle - 11 products THEN I'm getting \$30 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 22 products THEN I'm getting \$60 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 22 products AND I'm getting \$60 off discount AND I buy 20 cartons of G THEN I get 20 FOC item.

Please see SG sample .xls file in the attachment.

5. [-] GIVEN I'm the end customer AND I have the available promo with the following logic (Promo on Promo with range):

buy 2 - 4 cartons of product A AND

buy 2 - 4 cartons of product B AND

buy 3 - 6 cartons of product C AND

buy 2 - 4 cartons of product D AND

buy 1 - 2 cartons of product E AND

buy 1 - 2 cartons of product F getting \$30 discount of total (11 items in total here in this bundle)

AND

you can buy 10 cartons of product G getting 1 FOC item

WHEN I buy all of the producs from bundle - 11 products THEN I'm getting \$30 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 22 products THEN I'm getting \$60 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 33 products THEN I'm getting \$60 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 22 products AND I'm getting \$60 off discount AND I'm eligible for FOC promo - buy 10 cartons of G and get 1FOC item; WHEN I buy all of the producs from bundle - 22 products AND I'm getting \$60 off discount AND I buy 20 cartons of G THEN I get 20 FOC item.

Combo Offer

	Type & Features	DIS Rules & Samples
1)	Promotion type is:	1. Buy Hei Keg 30L entitled \$30 off and FOC Tiger Chips 1 box:
•	"Combo of Discount Amount and Item Trade Offer	Range: 1 – 10
2)	Combination of multiple promo (FOC and Discount)	9 -> 9* \$30 + 9 box Tiger Chips
3)	Incremental or last-tier incremental ?? Same rule applies in FOC and Discount	11 -> 10*30 + 10 box Tiger Chips
4)	Volume cap apply (based on max qty)	Specific qty: 5 – 5
5)	Discount rules apply per slide #1	5 -> 5*\$30 + 5 Tiger Chips box
6)	FOC rules apply per slide #2	
7)	Does NOT Allow Promo on Promo:	
, 9)	<u>Bundle Linking: enable multi bundles validation</u>	 Sample 2: Buy Hei Keg 30L entitled \$30 off Buy Anc Keg 20L get FOC Tiger Chips 1 box

Combo Offer. Acceptance criteria

DIS Rules & Samples

1 [-] GIVEN I'm the end customer AND I have Combo BOX promo available on the website with the following logic: Buy Hei Keg 30L entitled \$30 off and FOC Tiger Chips MIN qty = 1 and MAX qty =10

WHEN I buy 9 items of Buy Hei Keg 30L THEN I should get 9*\$30 discount AND 9 FOC of Tiger Chips; WHEN I buy 11 items of Buy Hei Keg 30L THEN I should get 10*\$30 discount AND 10 FOC of Tiger Chips.

2. [- **]** GIVEN I'm the end customer AND I have Combo BOX promo available on the website with the following logic: Buy 5 Hei Keg 30L entitled \$30 off and FOC Tiger Chips MIN qty = MAX qty

WHEN I buy 5 items of Buy Hei Keg 30L THEN I should get 5*\$30 discount AND 5 FOC of Tiger Chips; WHEN I buy 11 items of Buy Hei Keg 30L THEN I should not get promo.

3 [-] GIVEN I'm the end customer AND I have Combo BOX promo available on the website with the following logic: Buy Hei Keg 30L entitled \$30 off Buy Anc Keg 20L get FOC Tiger Chips

MIN qty = 1 and MAX qty = 10

WHEN I buy 9 items of Buy Hei Keg 30L AND 9 Buy Anc Keg 20LTHEN I should get 9*\$30 discount AND 9 FOC of Tiger Chips; WHEN I buy 6 items of Buy Hei Keg 30L AND 9 Buy Anc Keg 20LTHEN I should get 6*\$30 discount AND 9 FOC of Tiger Chips; WHEN I buy 11 items of Buy Hei Keg 30L AND 9 Buy Anc Keg 20L THEN I should get 10*\$30 discount AND 9 FOC of Tiger Chips; WHEN I buy 11 items of Buy Hei Keg 30L AND 11 Buy Anc Keg 20L THEN I should get 10*\$30 discount AND 10 FOC of Tiger Chips.