



SARAH A. POLWORTH
DIRECTOR
VENDOR RELATIONS

November 18, 2008

Dear Vendor:

I am pleased to announce that Saks Fifth Avenue has partnered with eZCom Software Inc. to rollout a non-traditional, SKU-based* EDI** option.

Though UPC-based*** EDI is the preferred and most efficient way to communicate electronically, it is not the only way. Our SKU-based EDI option is perfect for those vendors who have not yet chosen to invest in UPCs or to invest in fully integrating an internal EDI solution.

Effective immediately new vendors are expected to choose either the UPC-based or SKU-based EDI program. Effective **February 1, 2009** all existing vendors must be on one of the EDI platforms: the traditional UPC-based EDI or the SKU-based EDI.

As with any EDI Outsource company there is a fee for start up and ongoing use of the application. eZCom offers different pricing options, including one which allows vendors to subscribe based on a month by month usage – perfect for seasonal vendors. A conversation with an eZCom representative will help you choose the best pricing package for your business model.

Saks merchants provided me with your contact information and I have forwarded this onto eZCom. An eZCom representative will be contacting you shortly on behalf of Saks Fifth Avenue's Vendor Relations/EDI Department to assist with the implementation.

Saks Fifth Avenue is committed to leveraging UPC, EDI, and GS1 US standards and technologies in order to expedite merchandise flow to the selling floor, manage inventories, increase sales, and enhance customer service. This in turn allows us to continue to build a more successful and mutually profitable partnership with our vendors.

For questions regarding integration, please contact the Vendor Relation's EDI department at EDISupportcenterba@saksinc.com.

Best regards,

Sarah A. Polworth

*SKU = Stock Keeping Unit

** EDI = Electronic Data Interchange

*** UPC = Universal Product Code