

## Credit Upon Proof of Sale (CUPS)

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## 12.1 Introduction and Scope of Effort

This section of the Chem eStandards™ document defines the data exchange interfaces necessary to support the interchange of Credit Upon Proof of Sale related data between a Producer and a Distributor.

The terms Credit Upon Proof of Sale (CUPS) and Cost Support are used fairly interchangeably. A cost support request arises when the reseller/distributor of a product is unable to compete based on price, typically against a comparable product from a different producer represented by another distributor. In order to win the business the distributor may request a lower cost for the product, when sold to the specific customer where the competitive scenario was encountered. If approved by the producer this cost support is typically implemented as a credit paid to the distributor, upon receipt of proof that they have sold the supported product to the specified customer.

The Credit Upon Proof of Sale (CUPS) messages are required for the following interactions between a distributor and a producer: Cost Support Request, Cost Support Request Change, Cost Support Response, Cost Support Credit Request, and Cost Support Credit Response.

These messages support and drive the standardization of CUPS information across the Chemical Industry by clearly defining the required documentation, which will allow for visibility of information in a common format and promote error reduction across trading partners.

### 12.1.1 Credit Upon Proof of Sale Messages

The following business transactions are discussed in this section:

<p><b>Cost Support Request</b></p>	<p>The Cost Support Request transaction is generated by the distributor and used to initiate a CUPS agreement. The message exchange takes place between the Distributor and the Producer.</p> <p>A response is required from the Producer as this message is part of a request/response pair and anticipates a Cost Support Response message in reply.</p>
<p><b>Cost Support Request Change</b></p>	<p>The Cost Support Request Change transaction is generated by the Distributor and is used to change an existing CUPS agreement. The message exchange takes place between Distributor and Producer. A response is required from the producer as this message is part of a request/response pair and anticipates a Cost Support Response message.</p>
<p><b>Cost Support Response</b></p>	<p>The Cost Support Response transaction is generated by the producer and is sent in response to a Cost Support Request or Cost Support Request Change.</p> <p>This transaction does not anticipate a response other than acknowledgement of delivery.</p>

<b>Cost Support Credit Request</b>	<p>The Cost Support Credit Request transaction is generated by the distributor for reimbursement of cost supported sales activity during the specified effective support period.</p> <p>A Cost Support Credit Response is required from the Producer as part of a request/response pair.</p>
<b>Cost Support Credit Response</b>	<p>The Cost Support Credit Response transaction is generated by the Producer in response to the Cost Support Credit Request and indicates acceptance or rejection of the request.</p> <p>This transaction does not anticipate a response other than acknowledgement of delivery.</p>

### 12.1.2 Key Scope Assumptions

- Cost Support transmissions are only between buyers (Distributors), and sellers (Producers), but does not preclude the use of a marketplace or hub.
- Each message created covers a unique competitive situation and should be displayed as a single line item request, meaning one customer, one product per agreement.
- The structure of the process is based on the concept that the initial submission of the competitive situation has been verbally discussed between the two trading partners (the Distributor and the Producer) prior to a Cost Support Request being submitted for approval or rejection.
- It is a requirement that the Distributor is the initiator of all requests and that the Producer responds to all requests.
- Distributor and Producer are capable of integrating messages into back end systems.
- Given the broad diversity of processes currently used to implement cost supports, the messages in this section focus on the data elements that form the mandatory, common core.
- Practices used to facilitate disbursement of funds including but not limited to Electronic Funds transfers, Credit memos, etc. are outside of the scope of these messages but should be discussed and determined prior to adoption of these messages.

#### Cost Support Request

- The Cost Support Request transaction contains both required and optional information for a Producer to approve a cost support request from a Distributor. This includes product information, competitive information and the support requested. Before a Cost Support Request is created and sent, the Distributor and Producer need to agree on the information that is needed by both parties, other than the pre-established required data fields.
- The Cost Support Request is limited to Distributors and Producers.
- This message exchange is limited to a single line item request and must be initiated by the Distributor.

#### Cost Support Response

- The Cost Support Response transaction returns certain information from the Cost Support Request and acknowledges approval or rejection of the Cost Support Request and Cost Support Request Change.

- The response is limited to the parameters as identified in the Cost Support Request or Cost Support Request Change.
- The approval response will contain a producer agreement number and expiration date.
- The rejection response will provide a free form text explanation indicating why the Cost Support Request was denied and it will also contain contact information.

### Cost Support Request Change

- The Cost Support Request Change transaction contains all of the fields from the original Cost Support Request including the updated information.
- The change message contains an optional delete status, which allows the Distributor to cancel an existing agreement.
- The Cost Support Request Change contains a new Distributor reference number and references the Producer's prior cost support agreement number. This number is assigned from the producer at the time the producer generates an approved Cost Support Response.
- The change message is limited to the original Distributor's request.

### Cost Support Credit Request

- The cost support credit request transaction is used to initiate reimbursement for cost supported sales activity during the specified effective support period. A cost support credit response is required from the Producer.
- The cost support credit request has a Producer cost support agreement number and Distributor request for credit reference number.
- The cost support credit request message is limited to requesting credit for sales covered under a specific agreement.

### Cost Support Credit Response

- The cost support credit response contains the Producer cost support agreement number, the Distributor request for credit reference number and the Producer credit request approval number.
- Cost support credit requests contain only one line item per message and are accepted or rejected by the Producer in its entirety.
- The response is used to approve or deny the amount of reimbursed funds for cost supported sales activity during the specified effective support period. A cost support credit request response is required from the Producer.
- The approval response will contain a Producer credit request approval number and response issue date.
- The rejection response will provide a free form text explanation indicating why the Cost Support Request was denied.
- Producer initiated requests, including but not be limited to, producer announced price changes that effect existing approved CUPS agreements and producer initiated expirations of existing CUPS agreements will not be handled by these messages, but by existing business practices as they are today.

### 12.1.3 Key Business Model Assumptions

Pre-Conditions that exist prior to generating a Credit Upon Proof of Sale transaction:

- Prior to implementation of CUPS messaging it is strongly recommended that the Distributor and Producer determine a process and timeline to review all existing agreements.
- The structure of the process was designed around the notion that the initial submission of the competitive situation has been verbally discussed between the two trading partners (the Distributor and the Producer) prior to a Cost Support Request being submitted for approval or rejection.
- The Distributor is capable of calculating the exact CUPS amount on the Cost Support Request based on the parameters of the working agreement between trading partners.
- Prior to implementation of CUPS messaging the trading parties must agree upon if the Distributor's or the Producer's product identification (name, description, grade) to be used.
- The D-U-N-S Number is used to uniquely identify the Distributor and the Producer. The source of any other identifying number is indicated by the Agency attribute on the Partner Identifier
- It is a requirement that the Distributor is the initiator all requests and that the Producer responds to all requests.
- The time elements of when the Distributor submits a Cost Support Request and when the Producer responds to the Cost Support Request should be discussed and determined by each individual Distributor/Producer trading partner prior to adoption of the CUPS messages.
- Agreed-upon timelines may differ for each trading partner. The expectations for timelines are important as sales that are applicable to that agreement may be taking place during the period of negotiation and exchange of messages.
- The identification of what additional "optional" data fields that a Producer or Distributor may require should be discussed and determined by each individual Distributor/Producer trading partner prior to adoption of the CUPS messages.

Business assumptions that govern the exchange of messages:

- The CUPS process is based on the assumption that requests for reimbursements will be made only in competitive situations where an approved agreement exists between the two trading partners (the Distributor and Producer) for the Cost Support Credit Request message to be submitted for approval or rejection.
- All Credit Upon Proof of Sale messages must have at least one line item.
- The CostSupportRequestChange message must contain all line items from the original CostSupportRequest message.
- The time to perform value in the transaction envelope must be taken into account when implementing the Cost Support Response. If the Cost Support Response is held or delayed, this may cause problems with requesting cost support retroactive credits on sales within the effective period but sold before the Cost Support Response was issued.
- A rejected Cost Support Request requires the Producer to populate the Status element in the Cost Support Response.

Post-Conditions that that are anticipated after messages are sent:

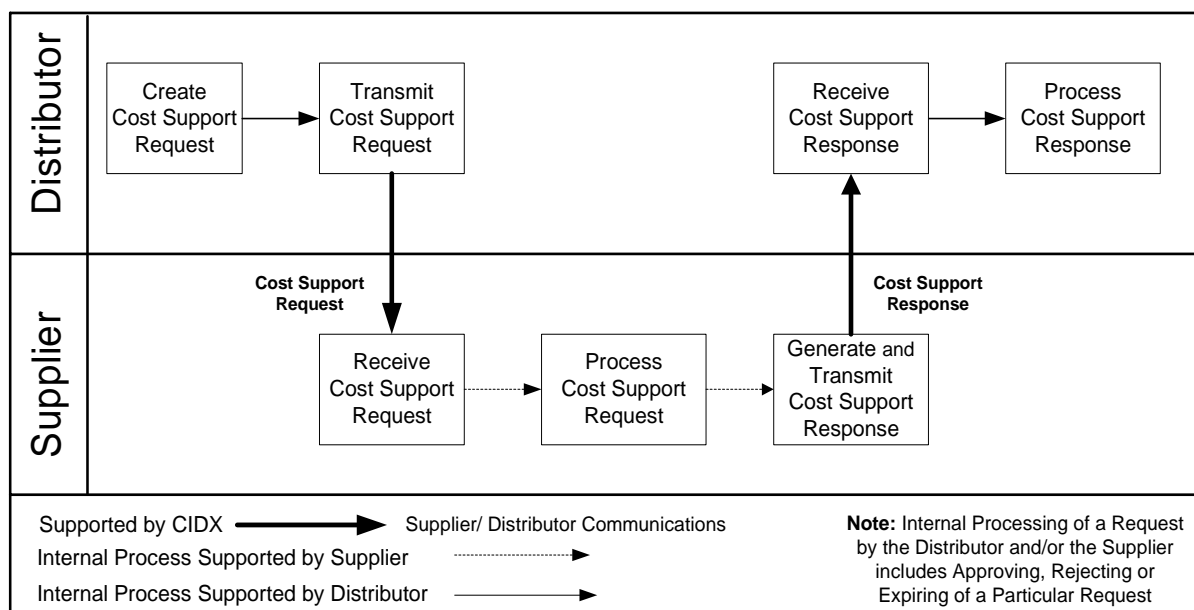
- The Distributor and Producer will determine the method used to facilitate disbursement of funds. This includes, but may not be limited to, Electronic Funds Transfer, Credit Memos, etc.

## 12.2 Business Process Descriptions and Diagrams

### 12.2.1 Cost Support Request / Cost Support Response

The general business process model for the Cost Support Request transaction and its corresponding response transaction is depicted in the following diagram. Solid thin lines illustrate the internal Distributor processes. Solid thick lines indicate the transactions between the Distributor and the Producer (Supplier). Thin dashed lines represent the internal processes supported by the Producer.

#### Cost Support Request and Cost Support Response



**Figure 12.2.1.a:** Cost Support Request/Cost Support Response transactions

#### Business Scenario Cost Support Request / Cost Support Response

The following scenarios depict the Cost Support Request and their corresponding actions.

- **Business Scenario 1 – Single line request / Accepted**

A Distributor creates a single line Cost Support Request and submits it to the Producer. The Producer receives and processes the request by validating the competitive situation; including the cost, price, etc., or the product for which cost support is requested, to analyze whether the request is approved or rejected. When the Producer is in full agreement with the terms of the request. The Producer sends a **positive response (Accepted)** using the Cost Support Response. The Distributor processes the Cost Support Response upon receipt.

- **Business Scenario 2 – Single line request / Rejected**

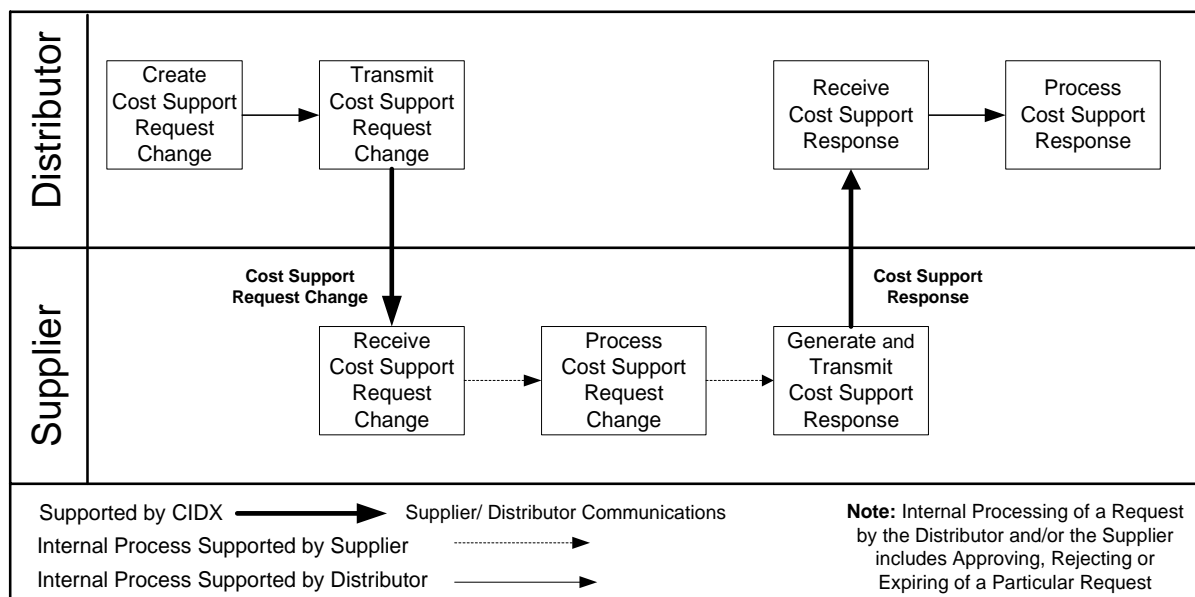
The Distributor creates a single line Cost Support Request and submits to the Producer. The Producer receives and processes the request and is in disagreement with the request. The

Producer sends a **negative response (Rejected)** using the Cost Support Response and supplies the distributor the reason for rejection in the Comment field. In this scenario, when the Distributor receives the Cost Support Response and processes it, the two parties may communicate via telephone or e-mail to resolve the discrepancy. The Distributor has the option to resubmit a new Cost Support Request where the old request is considered invalid.

## 12.2.2 Cost Support Request Change / Cost Support Response

The general business process model for the Cost Support Request Change transaction and its corresponding response transaction is depicted in the following diagram. Solid thin lines illustrate the internal Distributor processes. Solid thick lines indicate the transactions between the Distributor and the Producer (Supplier). Thin dashed lines represent the internal processes supported by the Producer.

### Cost Support Request Change and Cost Support Response



**Figure 12.2.2.a** Cost Support Request Change/Cost Support Response transactions

### Business Scenario Cost Support Request Change / Cost Support Response

The following scenarios depict the Cost Support Request Change transaction (includes the canceling of an existing cost support) and their corresponding actions.

- **Business Scenario 1 – Change a cost support / Accepted**

The Producer notifies the Distributor (via non-Chem eStandards avenue) of a price change and provides the Distributor with a listing of the CUPS/cost support agreement change reference number affected by the price change. The Distributor submits a Cost Support Request Change to the Producer based on the new pricing parameters. The Producer acknowledges receipt and processes the cost support changes. If the Producer accepts the proposed changes, the Producer then creates and sends a **positive (Accepted)** Cost Support Response message to the Distributor. The Distributor receives and processes the Cost Support Response message to confirm the change.

- **Business Scenario 2 – Change a cost support / Rejected**

The Producer notifies the Distributor (via non-Chem eStandards avenue) of a price change and provides the Distributor with a listing of CUPS/cost support agreement change reference

numbers affected by the price change. Distributor submits a Cost Support Request Change based on the new pricing parameters to the Producer for each cost support agreement. The Producer acknowledges receipt and processes the cost support changes. If the Producer rejects the proposed changes, the Producer then creates and sends a **negative (Rejected)** Cost Support Response message to the Distributor. The Distributor receives and processes the Cost Support Response message to confirm the change.

- **Business Scenario 3 – Cancel a cost support / Accepted**

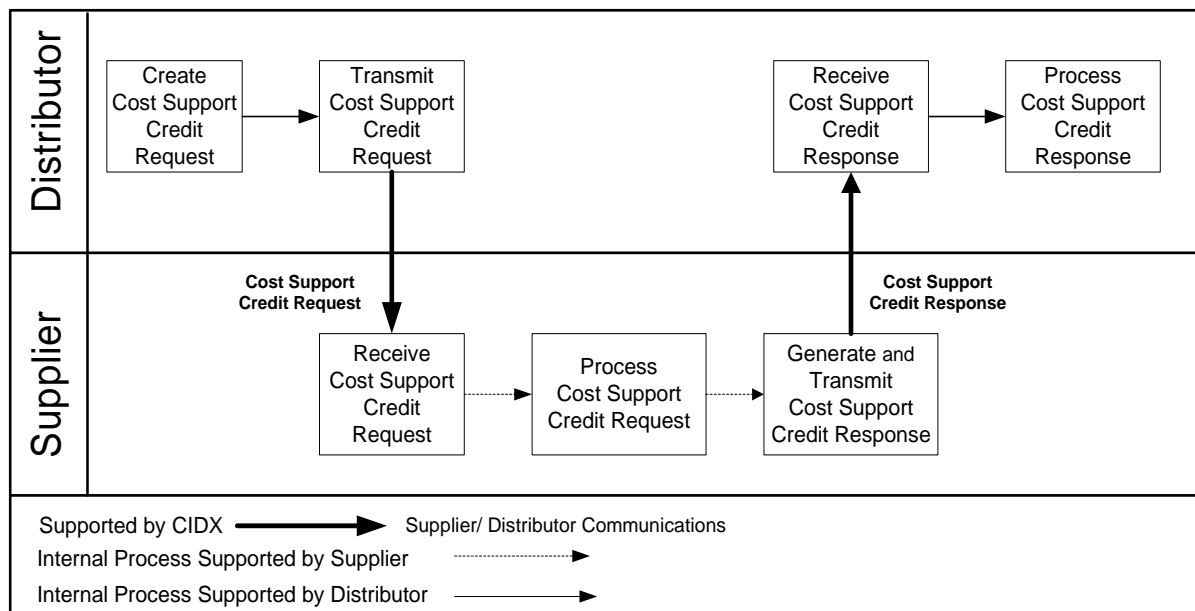
The Producer notifies Distributor (via non-Chem eStandards means) of their intent to cancel certain Cost Support/CUPS agreement(s) and provides the Distributor with a listing of agreement reference numbers affected by the cancellation. If more than one Cost Support Agreement is involved, the Distributor will need to send multiple Cost Support Request Change messages. The Distributor submits a Cost Support Request Change to the Producer for each agreement, which contains the newly defined expiration date. At the same time, the Distributor, whose responsibility is to initiate the message flow, would expire the existing cost support agreement. The Producer processes and acknowledges the cost support changes upon receipt. If the Producer accepts the proposed changes, the Producer then creates and sends a positive Cost Support Response message to the Distributor.

If the Distributor did not expire the old cost support agreement prior to submitting the Cost Support Change message, it should do so upon the receipt of the positive Cost Support Response message that confirms the changes have been accepted.

### 12.2.3 Cost Support Credit Request / Cost Support Credit Response

The general business process model for the Cost Support Credit Request transaction and its corresponding response transaction is depicted in the following diagram. Solid thin lines illustrate the internal Distributor processes. Solid thick lines indicate the transactions between the Distributor and the Producer (Supplier). Thin dashed lines represent the internal processes supported by the Producer.

#### Cost Support Credit Request and Cost Support Credit Response



**Figure 12.2.3.a** Cost Support Credit Request/Cost Support Credit Response transactions

#### Business Scenario Cost Support Credit Request / Cost Support Credit Response

The following scenarios depict the Cost Support Request and their corresponding actions.

- **Business Scenario 1 – Single line request / Accepted**

The Distributor creates a single line Cost Support Credit Request and sends it to the Producer. The Producer processes the Cost Support Request upon receipt and is in full agreement with the request. The Producer sends a **positive response (Accepted)** using the Cost Support Credit Response. The Distributor receives the Cost Support Credit Response and processes it.

- **Business Scenario 2 – Single line request / Rejected**

The Distributor creates a single line Cost Support Credit Request and submits to the Producer. The Producer processes the Cost Support Request upon receipt and is in disagreement with the request. The Producer sends a **negative response (Rejected)** using the Cost Support Credit Response and supplies the Distributor with the reason of rejection in the Comment field. The Distributor receives the Cost Support Response and processes it. In this scenario, the Producer and Distributor may communicate via telephone call or an e-mail to resolve the discrepancy. The

Distributor has the option to resubmit a new Cost Support Credit Request where the old request is considered invalid.

## 12.3 Cost Support Request

The Cost Support Request transaction is initiated by a distributor and sent to a producer to initiate an agreement for credit upon proof of sale for a specific product. The Cost Support Request message contains product information, competitive information and detailed information that enables the producer to analyze and approve the Cost Support Request.

### 12.3.1 Cost Support Request Data Models & Structures

The following tables list the data elements for the Cost Support Credit Request transaction:

Element Name	E/S	Description
CostSupportRequest	(S)	Root level element for the Cost Support Request message. <b>Attribute:</b> Version - Indicates the version of the message.
Header	(S)	Standard Header found in all CIDX messages.
CostSupportRequestBody	(S)	Structure that contains the cost support information for this message.
CostSupportRequestProperties	(S)	Structure that contains the macro-level information about the cost support request.
CostSupportRequestPartners	(S)	Structure that defines the trading partners involved in this transaction
CostSupportRequestDetails	(S)	Structure that defines the details of the cost support request.

### Cost Support Request Properties

Element Name	E/S	Description
CostSupportRequestNumber	(S)	Structure that defines a unique number or identifier for a Cost Support Request in a Distributor system. Uses the Document Identifier element to identify the document number.
RebateType	(E)	Indicates whether the cost support request is for a Fixed or dynamically Calculated rebate. Uses the CIDX internal code list, RebateType.
RequestIssuedDate	(S)	Date upon which the credit request was created or deemed to have been issued. Uses the DateTime element to identify the date and/or time.
LanguageCode	(E)	The language used in the cost support request message. <b>Attribute:</b> Domain - Identifies external list of language codes.
CurrencyCode	(E)	Identifies the type of currency the cost support is requested in. <b>Attribute:</b> Domain - Identifies external list of currency codes.
TransportMethodCode	(E)	Mode of transportation used to ship the supported product. <b>Attribute:</b> Domain - Identifies an external list of transport method codes.

CostSupportOrderType	(E)	Indicates whether the cost support is for a Warehouse or Third Party order. Uses the CIDX internal code list, CostSupportOrderType.
Comment	(S)	Structure for general information or comments; contains the Content of the comment within the message, or an External Reference to a document or URL outside the message payload.

### Cost Support Request Partners

Element Name	E/S	Description
Distributor	(S)	Identifies the trading partner who acts as a middleman or reseller of goods bought from the producer or other entity. Uses the PartnerInformation structure.
SoldBy	(S)	Identifies the trading partner who actually sells the product, such as the warehouse or branch distributor. Uses the PartnerInformation structure.
Supplier	(S)	Identifies the trading partner who supplies the products that are to be shipped. Uses the PartnerInformation structure.
ShipTo	(S)	Identifies the trading partner at the destination where the order will be shipped. May be the location of SoldTo party where goods are delivered. Uses the PartnerInformation structure.
SoldTo	(S)	Identifies the trading partner to whom the product(s) is sold. The Distributor's customer....etc. Uses the PartnerInformation structure.
OtherPartner	(S)	Identifies another trading partner who is involved in the invoice or otherwise participates in the transaction. Uses the PartnerInformation structure.  <b>Attribute:</b> PartnerRole - identifies the role of other partners involved in the transaction, e.g.: <b>EndUseCustomer</b> - Identifies the party who will be the final user of the product.

### Cost Support Request Details

Element Name	E/S	Description
SupportedProduct	(S)	Structure that defines the product for which a cost support is being requested. See table below for a complete description of SupportedProduct.
PackagingInformation	(S)	Structure that provides information about the type of packaging used for this product. See Section 12.8, Common Data Elements, for a description of PackagingInformation.
RequestedCostSupport	(S)	Structure containing the specifics of the cost support request. See table below for a description of RequestedCostSupport.
CostSupportDuration	(S)	The start and end dates of the requested support. Uses the DateTimeRange structure to define the beginning and ending

		date and/or time for the cost support.
ReviewDate	(S)	The date when this cost support request is due for review. Uses the DateTime element to define the date and/or time.
UnitConversions	(S)	Structure containing conversion factors for units of measure. Used when partners may differ on the weight per volume they assign to a product. See table below for a description of the UnitConversions structure.
BidInformation	(S)	Structure that defines information about the bid request. Used by a distributor when requesting cost support for a bid. See table below for a description of BidInformation.
CompetitiveInformation	(S)	Structure containing information about the competitive scenario. See table below for a complete description of the CompetitiveInformation structure.

### Supported Product

Element Name	E/S	Description
ProductIdentification	(S)	Structure that identifies the product supported. See Common Data Elements for a description of ProductIdentification. <b>Attribute:</b> Agency - Identifies the source of the product identifier.
MinimumOrderQuantity	(S)	Structure that defines the minimum quantity that can be ordered at one time. Uses the Measurement structure to define the unit of measure.
ProjectedVolume	(S)	Product quantity in a specified unit of measure forecast to be ordered in the cost support. Uses the Measurement structure to define the unit of measure.
ProductEndUse	(E)	Describes the use for which the product will be purchased.
PercentageOfBlend	(E)	Percent of the blend represented by this product in the recipe for the product that will ultimately be sold.
DistributorCost	(S)	Amount of the distributor's cost for a given product. Uses the Pricing structure to define information about the price of the product, including the basis for the price and the currency.
DeliveryTerms	(S)	Structure used to define the terms of shipment for the product. Contains the DeliveryTermsCode and DeliveryTermsLocation elements that indicate the terms of shipment and the location to which the product will be delivered.

### Requested Cost Support

Element Name	E/S	Description
Pricing	(S)	Structure that defines information about the price of a product, including the basis for the price and the currency. See Section 12.8 - Common Data Elements for a description of

		the Pricing structure. <b>Attribute:</b> PriceType - Indicates the type of price defined.
Comment	(S)	Structure for general information or comments; contains the Content of the comment within the message, or an External Reference to a document or URL outside the message payload.
ExpectedReleaseQuantity	(S)	Structure that defines the quantity of the product expected to be released by the seller. Uses the Measurement structure to define the unit of measure for the product.

### Unit Conversions

Element Name	E/S	Description
FromUnitOfMeasure	(S)	Structure that defines the source value to be converted. Uses the UnitOfMeasureCode to define the type of measure.
ConversionFactor	(E)	A multiplier to be applied to the MeasurementValue of the FromUnitOfMeasure to result in a MeasurementValue expressed in the ToUnitOfMeasure.
ToUnitOfMeasure	(S)	Structure that defines the value to be converted to. Uses the UnitOfMeasureCode to define the type of measure.

### Bid Information

Element Name	E/S	Description
BidDueDate	(S)	Date when the bid for the cost support is due. Uses the DateTime element to define the date and/or time.
Distributor	(S)	Identifies the trading partner who acts as the reseller of the product supported in this bid. Uses the PartnerInformation structure.
SoldTo	(S)	Identifies the trading partner to whom the product(s) in this bid will be sold. Uses the PartnerInformation structure.
ProductDescription	(E)	Describes a product within the bidding situation, which is functionally the same but could be different product because of product branding.
Comment	(S)	Structure for general information or comments; contains the Content of the comment within the message, or an External Reference to a document or URL outside the message payload.

**Competitive Information**

<b>Element Name</b>	<b>E/S</b>	<b>Description</b>
Distributor	(S)	Identifies the trading partner who acts as the reseller of the competitive product in this cost support. Uses the PartnerInformation structure.
SoldTo	(S)	Identifies the trading partner to whom the competitive product(s) will be sold. Uses the PartnerInformation structure.
ProductDescription	(E)	Describes a competitive product within the bid scenario, which may provide the same functionality but is not the same as the material in the "supported product".
Pricing	(S)	Structure that defines information about the price of the competitive product, including the basis for the price and the currency.  See Section 12.8 - Common Data Elements for a description of the Pricing structure.  <b>Attribute:</b> PriceType - Indicates the type of price defined.
DeliveryTerms	(S)	Structure used to define the terms of shipment for competitive product. Contains the DeliveryTermsCode and DeliveryTermsLocation which indicate the terms of shipment and the location to which the product will be delivered.
Comment	(S)	Structure for general information or comments; contains the Content of the comment within the message, or an External Reference to a document or URL outside the message payload.

## 12.4 Cost Support Request Change

The Cost Support Request Change transaction is initiated by a distributor and sent to a producer to change or cancel an existing CUPS agreement. This message identifies the original cost support agreement and contains all of the fields from the original cost support request including the updated information.

### 12.4.1 Cost Support Request Change Data Models & Structures

The following tables list the data elements for the Cost Support Request Change transaction:

#### Cost Support Request Change Message

Element Name	E/S	Description
CostSupportRequestChange	(S)	Root element for the Cost Support Request Change message. <b>Attribute:</b> Version - Indicates the version of the message.
Header	(S)	Standard Header found in all CIDX messages.
CostSupportRequestChangeBody	(S)	Structure that contains the change or cancellation information for this message.
CostSupportRequestChange Properties	(S)	Structure that identifies the existing cost support agreement and indicates the status of that agreement.
CostSupportRequestChange Partners	(S)	Structure that defines the trading partners involved in this transaction
CostSupportRequestChange Details	(S)	Structure that contains the details of the proposed change(s) to the agreement.

#### Cost Support Request Change Properties

Element Name	E/S	Description
CostSupportRequestNumber	(S)	Structure that defines a unique number or identifier for a Cost Support Request in a Distributor system. Uses the Document Identifier element to identify the document number.
CostSupportAgreementNumber	(E)	Unique number or identifier for a Cost Support Agreement in a Supplier system. Uses the Document Identifier element to identify the document number.
RebateType	(E)	Indicates whether the cost support request is for a Fixed or dynamically Calculated rebate. Uses the CIDX internal code list, RebateType.
RequestIssuedDate	(S)	Date upon which the credit request was created or deemed to have been issued. Uses the DateTime element to identify the date and/or time.
LanguageCode	(E)	The language used in the cost support request message. <b>Attribute:</b> Domain - Identifies external list of language codes.
CurrencyCode	(E)	Identifies the type of currency the cost support is requested in.

		<b>Attribute:</b> Domain - Identifies external list of currency codes.
TransportMethodCode	(E)	Mode of transportation used to ship the supported product. <b>Attribute:</b> Domain - Identifies an external list of transport method codes.
CostSupportOrderType	(E)	Indicates whether the cost support is for a Warehouse or Third Party order. Uses the CIDX internal code list, CostSupportOrderType.
SupplierMarketSegment	(E)	Describes the customer's market segment from supplier's view.
Comment	(S)	Structure for general information or comments; contains the Content of the comment within the message, or an External Reference to a document or URL outside the message payload.
DeletionStatus	(E)	Boolean indicator that the existing cost support request document has expired and should be deleted from the system.

### Cost Support Request Change Partners

Element Name	E/S	Description
Distributor	(S)	Identifies the trading partner who acts as a middleman or reseller of goods bought from the producer or other entity. Uses the PartnerInformation structure.
SoldBy	(S)	Identifies the trading partner who actually sells the product, such as the warehouse or branch distributor. Uses the PartnerInformation structure.
Supplier	(S)	Identifies the trading partner who supplies the products that are to be shipped. Uses the PartnerInformation structure.
ShipTo	(S)	Identifies the trading partner at the destination where the order will be shipped. Uses the PartnerInformation structure.
SoldTo	(S)	Identifies the trading partner to whom the product(s) is sold. Uses the PartnerInformation structure.
OtherPartner	(S)	Identifies another trading partner who is involved in the invoice or otherwise participates in the transaction. Uses the PartnerInformation structure. <b>Attribute:</b> PartnerRole - identifies the role of other partners involved in the transaction, e.g.: <b>EndUseCustomer</b> - Identifies the party who will be the final user of the product.

### Cost Support Request Change Details

Element Name	E/S	Description
SupportedProduct	(S)	Structure that defines the product for which the cost support agreement is in effect. See table below for a description of the SupportedProduct structure.
PackagingInformation	(S)	Structure that provides information about the type of

		packaging used for this product. See Section 12.8, Common Data Elements, for a description of PackagingInformation.
RequestedCostSupport	(S)	Structure containing the specifics of the cost support request. See table below for a description of RequestedCostSupport.
CostSupportDuration	(S)	The start and end dates of the support agreement. Uses the DateTimeRange structure to define the beginning and ending date and/or time for the cost support.
ReviewDate	(S)	The date when this cost support agreement is due for review. Uses the DateTime element to define the date and/or time.
UnitConversions	(S)	Structure containing conversion factors for units of measure. Used when partners may differ on the weight per volume they assign to a product. See table below for a description of the UnitConversions structure.
BidInformation	(S)	Structure that defines information about the bid request. Used by a distributor when requesting cost support for a bid. See table below for a description of BidInformation.
CompetitiveInformation	(S)	Structure containing information about the competitive scenario. See table below for a complete description of the CompetitiveInformation structure.

### Supported Product

Element Name	E/S	Description
ProductIdentification	(S)	Structure that identifies the product supported. See Common Data Elements for a description of ProductIdentification. <b>Attribute:</b> Agency - Identifies the source of the product identifier.
MinimumOrderQuantity	(S)	Structure that defines the minimum quantity that can be ordered at one time. Uses the Measurement structure to define the unit of measure.
ProjectedVolume	(S)	Product quantity in a specified unit of measure forecast to be ordered in the cost support. Uses the Measurement structure to define the unit of measure.
ProductEndUse	(E)	Describes the use for which the product will be purchased.
PercentageOfBlend	(E)	Percent of the blend represented by this product in the recipe for the product that will ultimately be sold.
DistributorCost	(S)	Amount of the distributor's cost for a given product. Uses the Pricing structure to define information about the price of the product, including the basis for the price and the currency.
DeliveryTerms	(S)	Structure used to define the terms of shipment for the product. Contains the DeliveryTermsCode and DeliveryTermsLocation which indicate the terms for the legal transfer of goods and the location to which the product will be delivered.

**Requested Cost Support**

<b>Element Name</b>	<b>E/S</b>	<b>Description</b>
Pricing	(S)	Structure that defines information about the price of a product, including the basis for the price and the currency.  See Section 12.8 - Common Data Elements for a description of the Pricing structure.  <b>Attribute:</b> PriceType - Indicates the type of price defined.
Comment	(S)	Structure for general information or comments; contains the Content of the comment within the message, or an External Reference to a document or URL outside the message payload.
ExpectedReleaseQuantity	(S)	Structure that defines the quantity of the product expected to be released by the seller. Uses the Measurement structure to define the unit of measure for the product.

**Unit Conversions**

<b>Element Name</b>	<b>E/S</b>	<b>Description</b>
FromUnitOfMeasure	(S)	Structure that defines the source value to be converted. Uses the UnitOfMeasureCode to define the type of measure.
ConversionFactor	(E)	A multiplier to be applied to the MeasurementValue of the FromUnitOfMeasure to result in a MeasurementValue expressed in the ToUnitOfMeasure.
ToUnitOfMeasure	(S)	Structure that defines the value to be converted to. Uses the UnitOfMeasureCode to define the type of measure.

**Bid Information**

<b>Element Name</b>	<b>E/S</b>	<b>Description</b>
BidDueDate	(S)	Date when the bid for the cost support is due. Uses the DateTime element to define the date and/or time.
Distributor	(S)	Identifies the trading partner who acts as the reseller of the product supported in this bid. Uses the PartnerInformation structure.
SoldTo	(S)	Identifies the trading partner to whom the product(s) in this bid will be sold. Uses the PartnerInformation structure.
ProductDescription	(E)	Describes a product within the bidding situation, which is functionally the same but could be different product because of product branding.
Comment	(S)	Structure for general information or comments; contains the Content of the comment within the message, or an External Reference to a document or URL outside the message payload.

## Competitive Information

Element Name	E/S	Description
Distributor	(S)	Identifies the trading partner who acts as the reseller of the competitive product in this cost support. Uses the PartnerInformation structure.
SoldTo	(S)	Identifies the trading partner to whom the competitive product(s) will be sold. Uses the PartnerInformation structure.
ProductDescription	(E)	Describes a competitive product within the bid scenario, which may provide the same functionality but is not the same as the material in the "supported product".
Pricing	(S)	Structure that defines information about the price of the competitive product, including the basis for the price and the currency.  See Section 12.8 - Common Data Elements for a description of the Pricing structure.  <b>Attribute:</b> PriceType - Indicates the type of price defined.
DeliveryTerms	(S)	Structure used to define the terms of shipment for competitive product. Contains the DeliveryTermsCode and DeliveryTermsLocation which indicate the legal terms for delivery and the location to which the product will be delivered.
Comment	(S)	Structure for general information or comments; contains the Content of the comment within the message, or an External Reference to a document or URL outside the message payload.

## 12.5 Cost Support Response

The Cost Support Response transaction is used to indicate approval or rejection of a Cost Support Request or Cost Support Request Change message.

### 12.5.1 Cost Support Response Data Models & Structures

The following tables list the data elements for the Cost Support Response transaction:

#### Cost Support Response Message

Element Name	E/S	Description
CostSupportResponse	(S)	Root level element for the Cost Support Response message.  <b>Attribute:</b> Version - Indicates the version of the message.
Header	(S)	Standard Header found in all CIDX messages.
CostSupportResponseBody	(S)	Structure that contains the response information for this message.
CostSupportResponseProperties	(S)	Structure that identifies the cost support request that this

		message is responding to.
CostSupportResponsePartners	(S)	Structure that defines the trading partners involved in this transaction
CostSupportResponseDetails	(S)	Structure that defines the status information about the cost support request.

### Cost Support Response Properties

Element Name	E/S	Description
CostSupportRequestNumber	(S)	Structure that defines a unique number or identifier for a Cost Support Request in a Distributor system. Uses the Document Identifier element to identify the document number.
LanguageCode	(E)	The language used in the Cost Support Response message. <b>Attribute:</b> Domain - Identifies external list of language codes.

### Cost Support Response Partners

Element Name	E/S	Description
Distributor	(S)	Identifies the trading partner who acts as a middleman or reseller of goods bought from the producer or other entity. Uses the PartnerInformation structure.
SoldBy	(S)	Identifies the trading partner who actually sells the product, such as the warehouse or branch distributor. Uses the PartnerInformation structure.
Supplier	(S)	Identifies the trading partner who supplies the products that are to be shipped. Uses the PartnerInformation structure.
ShipTo	(S)	Identifies the trading partner at the destination where the order will be shipped. Uses the PartnerInformation structure.
SoldTo	(S)	Identifies the trading partner to whom the product(s) is sold. Uses the PartnerInformation structure.
OtherPartner	(S)	Identifies another trading partner who is involved in the invoice or otherwise participates in the transaction. Uses the PartnerInformation structure. <b>Attribute:</b> PartnerRole - identifies the role of other partners involved in the transaction, e.g.: <b>EndUseCustomer</b> - Identifies the party who will be the final user of the product.

### Cost Support Response Details

Element Name	E/S	Description
CostSupportResponseStatus Information	(S)	Structure that defines the acceptance or rejection status of a response to a cost support.

## Cost Support Response Status Information

Element Name	E/S	Description
Status	(E)	Indicates a condition or status of the cost support request. Uses the CIDX internal code list, Status.
CostSupportAgreementNumber	(S)	Unique number or identifier for a Cost Support Agreement in a Supplier system. Uses the Document Identifier element to identify the document number.
ExpirationDate	(S)	The date that the cost support agreement expires. Uses the DateTime element to define the date and/or time.
ContactInformation	(S)	Communication and address information for contacting a person, organization or business about the status of the cost support request.
StatusReason	(E)	Additional textual information to clarify a given status code.

## 12.6 Cost Support Credit Request

The Cost Support Credit Request is initiated by a distributor and sent to a producer and is used to initiate reimbursement for cost supported sales during the effective cost support period.

### 12.6.1 Cost Support Credit Request Data Models & Structures

The following tables list the data elements for the Cost Support Credit Request transaction:

#### Cost Support Credit Request Message

Element Name	E/S	Description
CostSupportCreditRequest	(S)	Root element for the Cost Support Credit Request message. <b>Attribute:</b> Version - Indicates the version of the message.
Header	(S)	Standard Header found in all CIDX messages.
CostSupportCreditRequestBody	(S)	Structure that contains the credit request information.
CostSupportCreditRequest Properties	(S)	Structure that contains the macro-level information about the cost support agreement and credit request.
CostSupportCreditRequestPartners	(S)	Structure that defines the trading partners involved in this transaction
CostSupportCreditRequestDetails	(S)	Structure that defines the details of the credit request.

#### Cost Support Credit Request Properties

Element Name	E/S	Description
CostSupportAgreementNumber	(S)	Unique number or identifier for a Cost Support Agreement in a

		Supplier system. Uses the Document Identifier element to identify the document number.
RequestForCreditReference Number	(S)	Unique number or identifier for a Request for Credit in a Distributor system. Uses the Document Identifier element to identify the document number.
RequestIssuedDate	(S)	Date upon which the credit request was created or deemed to have been issued. Uses the DateTime element to identify the date and/or time.
TotalCreditRequested	(S)	Structure that defines the total amount of credit requested. Uses the MonetaryAmount structure to define the amount and currency code.

### Cost Support Credit Request Partners

Element Name	E/S	Description
Distributor	(S)	Identifies the trading partner who acts as a middleman or reseller of goods bought from the producer or other entity. Uses the PartnerInformation structure.
SoldBy	(S)	Identifies the trading partner who actually sells the product, such as the warehouse or branch distributor. Uses the PartnerInformation structure.
Supplier	(S)	Identifies the trading partner who supplies the products that are to be shipped. Uses the PartnerInformation structure.
SoldTo	(S)	Identifies the trading partner to whom the product(s) is sold. Uses the PartnerInformation structure.

### Cost Support Credit Request Details

Element Name	E/S	Description
ProductIdentification	(S)	Identifies the competitive product supported in this credit request. See Common Data Elements for a description of the ProductIdentification structure.  <b>Attribute:</b> Agency - Identifies the source of the product identifier.
SupportedSales	(S)	Structure that defines the parameters of sales to a customer that qualify for cost support.

### Supported Sales

Element Name	E/S	Description
LineNumber	(E)	Line identifier, generally sequential number, within this transaction.
InvoiceNumber	(S)	Identifying number for an invoice for sale of the supported product(s). Uses the DocumentReference structure to define the invoice document.

ShipDate	(S)	Date upon which product(s) were shipped. Uses the DateTime element to define the date and/or time.
ProductQuantity	(S)	Amount of a specific product. Uses the Measurement structure to define the amount and the unit of measure.
SupportedSellingPrice	(S)	Structure that defines the price to be supported by the credit request. Uses the Pricing structure to define the price.
NetDistributorCost	(S)	Structure that defines the distributor's net cost for the product. Uses the Pricing structure to define the amount and basis for the cost. See Section 12.8 - Common Data Elements for a description of the Pricing structure.
CostSupportPerUnit	(S)	Structure that defines the support allotted per unit of product. Uses the MonetaryAmount structure to define the amount and the PriceBasis structure to define how the amount is derived.
LineItemTotal	(S)	Net total amount for this line item. Uses the MonetaryAmount structure to define the amount and currency code.
PurchaseOrderNumber	(S)	Unique number or identifier for a Purchase Order for the supported product(s). Uses the DocumentIdentifier element to define the number.

### Cost Support PerUnit

The Cost Support Per Unit structure mimics the Pricing Per Unit structure found in Pricing.

Element Name	E/S	Description of Element (E) or Structure (S)
MonetaryAmount	(S)	Structure that defines the value and form of currency for the price of a product.
PriceBasis	(S)	Structure that defines the base unit for the price. Uses the Measurement structure to define the unit of measure.

## 12.7 Cost Support Credit Response

The Cost Support Credit Response transaction is generated by the Producer in response to the Cost Support Credit Request to indicate acceptance or rejection of the request.

### 12.7.1 Cost Support Credit Response Data Models & Structures

The following tables list the data elements for the Cost Support Credit Response transaction:

#### Cost Support Credit Response Message

Element Name	E/S	Description
CostSupportCreditResponse	(S)	Root element for the Cost Support Credit Response message. <b>Attribute:</b> Version - Indicates the version of the message.
Header	(S)	Standard Header found in all CIDX messages.
CostSupportCreditResponseBody	(S)	Structure that contains the response information.

CostSupportCreditResponse Properties	(S)	Structure that identifies the cost support agreement and credit request for this response.
CostSupportCreditResponse Partners	(S)	Structure that defines the trading partners involved in this transaction
CostSupportCreditResponse Details	(S)	Structure that provides information about the status of the credit request.

### Cost Support Credit Response Properties

Element Name	E/S	Description
CostSupportAgreementNumber	(S)	Unique number or identifier for a Cost Support Agreement in a Supplier system. Uses the Document Identifier element to identify the document number.
RequestForCreditReference Number	(S)	Unique number or identifier for a Request for Credit in a Distributor system. Uses the Document Identifier element to identify the document number.

### Cost Support Credit Response Partners

Element Name	E/S	Description
Distributor	(S)	Identifies the trading partner who acts as a middleman or reseller of goods bought from the producer or other entity. Uses the PartnerInformation structure.
SoldBy	(S)	Identifies the trading partner who actually handles the sale of the product, such as the warehouse or branch distributor. Uses the PartnerInformation structure.
Supplier	(S)	Identifies the trading partner who supplies the products that are to be shipped. Uses the PartnerInformation structure.
SoldTo	(S)	Identifies the trading partner to whom the product(s) is sold. Uses the PartnerInformation structure.

### Cost Support Credit Response Details

Element Name	E/S	Description
CreditResponseStatusInformation	(S)	Structure that defines the acceptance or rejection status of the response to a credit request. See table below for a complete description of the CreditResponseStatusInformation structure.

### CreditResponseStatusInformation

Element Name	E/S	Description
Status	(E)	Indicates a condition or status of the cost support request. Uses the CIDX internal code list, Status.
ResponseIssuedDate	(S)	Date the response to the credit request was issued. Uses the

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		DateTime element to define the date and/or time.
CreditRequestApprovalNumber	(S)	Unique number or identifier for approval of a Request for Credit in a Supplier system. Uses the Document Identifier element to identify the document number.
StatusReason	(E)	Additional textual information to clarify a given status code.