



Discover the World

Thursday, February 20, 2014

TO: All Trade Councils
Re: Subscription renewal required for access to
2014/15 LCBO Sale of Data (SOD) Program

Your subscription to the 2013/14 LCBO Sale of Data (SOD) Program will expire on March 31, 2014. To ensure uninterrupted access to the 2014/15 program, you will need to renew and pay the fee by March 28, 2014.

The lists of updated Sets and Subsets are attached.

The SOD Program enables subscribers to electronically download sales and inventory data produced on a weekly basis. Detailed information on package options and fees, how to subscribe, and payment methods is attached.

Questions regarding the SOD Program may be directed to saleofdata@lcbo.com

Thank you for your support.

Sincerely,

David Cacciottolo
Manager, Project Management

Enclosures

Cc: N. Cardinal
S. Mogk-Edwards



2014/15 Sale of Data Packages & Fees

To enable our Trade partners to analyze their business and forecast with greater accuracy, the LCBO will continue to provide data relating to your SKU(s) at no cost. However, access to your competitor's sales information is a paid-for option. Fees are in CDN.

Data Packages	Fee for Raw data	Fee for Formatted Data
A - All Sets/Subsets Except VINTAGES <ul style="list-style-type: none"> Information Library Access LCBO Summary Level All location detail at LCBO # level 	\$35,000.00	
B - All Sets/Subsets Except VINTAGES <ul style="list-style-type: none"> Summary Level Only 	\$9,300.00	
C - Specific Set/Subsets <ul style="list-style-type: none"> LCBO Summary Level All location detail at LCBO # level 	\$550.00 per Subset	
D - Specific Sets/Subsets <ul style="list-style-type: none"> LCBO Summary Level 	\$165.00 per Subset	
E - Agent Specific LCBO #s <ul style="list-style-type: none"> LCBO Summary Level All Locations Detail at LCBO # level 	No Charge	\$550.00
F - VINTAGES Sets/Subsets <ul style="list-style-type: none"> LCBO Summary Level All Locations Detail at LCBO # level 	\$3,100.00	
G - Licensee Sales (Depot Sales Only)	\$1,100.00	
H - Licensee Sales (All Stores & Depots) <ul style="list-style-type: none"> All Locations Detail at LCBO # & Licensee # Level 	\$6,700.00	
I - Agency Stores <ul style="list-style-type: none"> All Locations Detail at LCBO # & Agency # Level 	\$1,100.00	
J - Warehouse to Store Shipment Report		\$650.00

To ensure access as of April 1, 2014, your subscription must be completed or renewed and fee received no later than Friday, March 28, 2014. Subscriptions are for the 12-month period from April 1, 2014 to March 31, 2015 and fees are not prorated. Service begins at the time payment is received by the LCBO.

Note regarding tax calculation on packages:

The on-line supply of data represents a supply of intangible personal property (IPP) for GST/HST purposes. Under the Canada Revenue Agency place of supply rules, the place of supply of IPP that has no geographical restriction on use is generally the address of the recipient of the supply. LCBO charges GST or HST on the online supplies at the appropriate rate depending on the address of the customer.

With respect to the administration fee charged to the customer if the subscription information is not received by LCBO within the time specified in the agreement, these charges will be treated as additional consideration for the online supply of data and therefore taxable, the same as the on-line supplies described above.



LCBO Sale of Data (SOD) Subscription Process

If you are a new subscriber to the SOD Program, follow the steps below. If you have an existing subscription, jump to Step #2.

STEP 1: FOR NEW SUBSCRIBERS ONLY: REQUEST ACCESS TO SOD SUBSCRIPTION WEBSITE	<p><i>New subscribers</i> must request access to the website via a printed form.</p> <p>Click on this link: form LCB 2238 or copy and paste this into your web browser: http://www.doingbusinesswithlcbo.com/tro/Forms-Documents/Forms/Downloads/LCB%202238%20SOD%20Application%20Form.doc</p> <p>Complete the Access Request and submit according to the instructions provided. Once the request has been processed, you will receive an email with a User ID and Password for the SOD subscription website.</p> <p>For existing subscribers no action required. Continue to Step #2.</p>
STEP 2: SIGN ON TO LCBO NETWORK: WWW.LCBONET.CA TO CLICK ON THE SOD SUBSCRIPTION WEBSITE	<p>The SOD subscription website is hosted by LCBO and you will need to sign onto our network first.</p> <p>Click on this link: www.lcbonet.ca and enter your existing User ID and Password or your new User ID and password from Step 1. Once your User ID has been authenticated, you will receive another sign-on screen to the SOD website where you may select your package(s) online.</p> <p>If you need help with your password, please contact the LCBO Help Desk at servicedesk@lcbo.com</p>
STEP 3: PAYMENTS	<p>There are three methods of payment:</p> <ol style="list-style-type: none">1. Automatic. For those who have accounts payable deductions in place for your promotional programs, your SOD invoice will be processed automatically.2. Electronic Fund Transfers. Click on this link: Electronic funds transfer (EFT), or copy and paste this into your browser: http://www.doingbusinesswithlcbo.com/tro/Services/Accounts-Receivable/Payment-Terms.shtml Please ensure your bank includes the following references:<ol style="list-style-type: none">a. your company nameb. contact numbersc. and Sale of Data invoice number3. Via cheque payable to LCBO. Department #884, Accounts Receivable (Sale of Data) 55 Lake Shore Blvd. East Toronto, ON M5E 1A4 <p>An administration fee for subscription payments received after April 26, 2014 will be applied. This fee of \$50 CDN each quarter plus 10% of the option(s) selected will apply to all packages, including 'E'.</p>
STEP 4: SIGN ON TO https://lcbosod.com/ TO DOWNLOAD YOUR DATA	<p>Once payment is received and processed, your subscription will be in effect. Data files are hosted by a third-party provider. You will receive <i>another</i> LCBO User ID and Password to log on to https://lcbosod.com/ where your data files are available to download.</p>

Program Contact

David Cacciottolo at saleofdata@lcbo.com

