

EDI & e-Business Alternatives

2015 FALL NEECOM CONFERENCE

OCTOBER 15, 2015



Foundational
e-Business Services

Agenda

- Introduction
- EDI User Perspectives
- Mindsets and Opportunities
- EDI Options and Alternatives
Including PDF to EDI case study



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EDI User Perspectives

Various stages of EDI adoption

- Initial stages
- Limited use
- Extensive use

***EDI means different things to
different organizations...***

EDI User Perspectives

The Initial Stage EDI Organization

Considering EDI as means to satisfy partner requirements, and perhaps some perceived benefit

- Lowest cost is best
- Integration may or may not be important
- Portals may be an option
- Dance around the issue as a solution?

EDI User Perspectives

The Limited Use EDI Organization

Uses EDI with several trading partners...but still at their request

- Try to keep it simple
- Try to keep costs down
- Starting to measure ROI and positive impact
- Can be challenging to add trading partners to existing implementation

EDI User Perspectives

The Extensive Use EDI Organization

Uses EDI with anyone that is willing

- Recognizes specific and measurable benefits
- Encourages trading partners to participate
- Concerns:
 - Keep costs down
 - Outliers can be common pitfall

Traditional Options

Different options for different stages

- Web portals
- In house EDI
- Outsourced EDI / SAAS / IPAAS

Less Traditional Options...

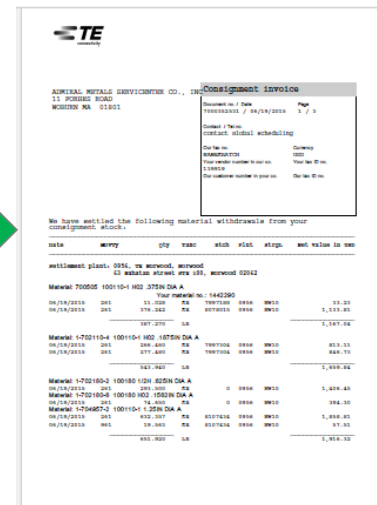
Different options for different stages

Outgoing data : send via readable document

- Data from your system converted to PDF, fax, email, etc.
- Automatically EDI-enable all outgoing data



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ISA*00*          *00*          *01*257379107   *01*019614577   *15
GS*PO*0100118*019614577*20150806*1453*18246*X*004010~
ST*850*0001~
BEG*00*NE*7000352531**20150624~
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N3*63 Nahatan Street STE 100~
N4*Norwood**02062~
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N4*Norwood**02062~
PO1*1*387.27*LB*3.0135*PE*BP*700505~
PID*F***100110-1 H02 .375IN DIA A~
PO1*2*543.94*LB*3.05151*PE*BP*1-702110-4~
PID*F***100110-1 H02 .1875IN DIA A~
PO1*3*293.5*LB*4.79199*PE*BP*1-702180-2~
PID*F***100180 1/2H .625IN DIA A~
PO1*4*74.65*LB*5.28198*PE*BP*1-702180-6~
PID*F***100180 H02 .1562IN DIA A~
PO1*5*651.92*LB*2.9395*PE*BP*1-704957-2~
PID*F***100110-1 1.25IN DIA A~
PO1*6*603.07*LB*3.0515*PE*BP*3-704957-6~
PID*F***100110-1 H02 5.88MM*5.88MM A~
PO1*7*1.251*LB*4.94804*PE*BP*5-703231-4~
PID*F***100110-2 H02 .0938IN DIA A~
PO1*8*180.6*LB*3.08335*PE*BP*5-703231-7~
PID*F***100110-2 H02.1875IN DIA A~
PO1*9*32.52*LB*2.11993*PE*BP*5-704956-1~
PID*F***100222-2 CF .375IN DIA A~
PO1*10*15.37*LB*2.6337*PE*BP*5-704956-5~
PID*F***100222-2 CF .375IN HEX A~
PO1*11*28.125*LB*2.19022*PE*BP*6-704956-0~
PID*F***100222-2 CF .3125IN DIA A~
PO1*12*174.8*LB*2.90378*PE*BP*8-703231-5~
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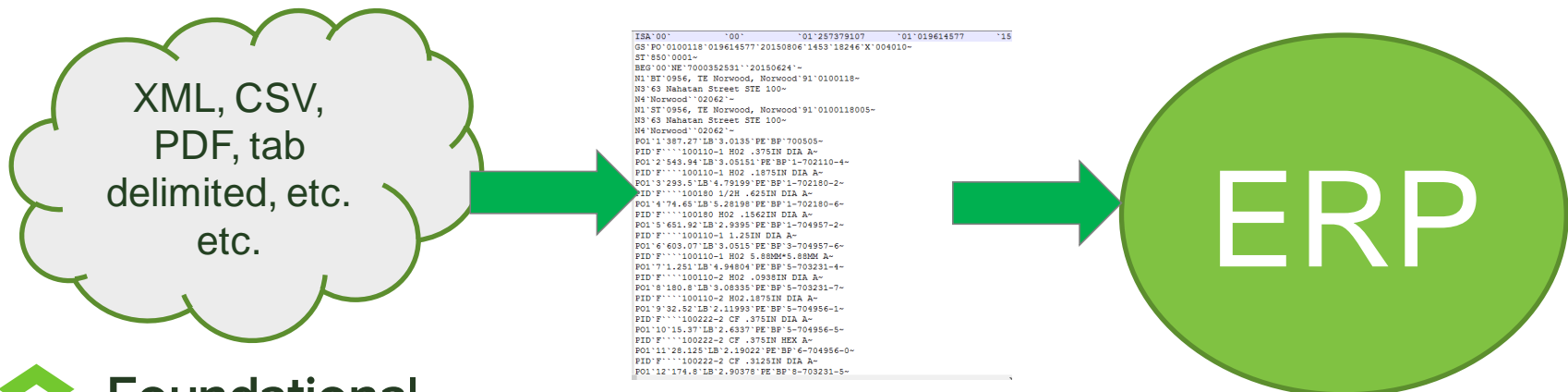


Less Traditional Options...

Different options for different stages

Incoming data : convert various to EDI

- Your partner may not think they can support EDI, but they can send data in other formats (.csv, tab delimited, XML, etc.)
- Convert incoming PDF to machine readable data



Less Traditional Options...

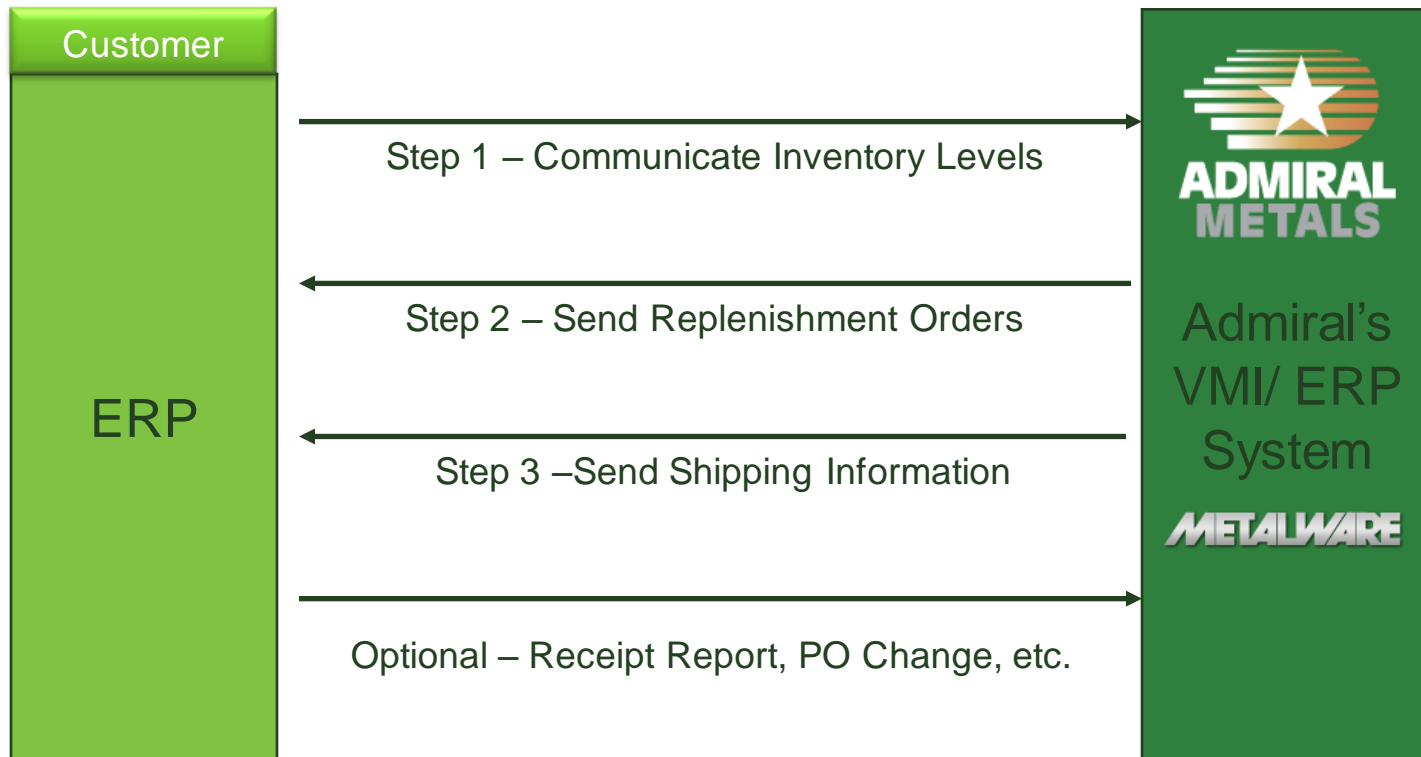
Web Services

Web Service enabled technology

- Enable real time integration & feedback using technologies like SOAP, REST, etc.
- Can be used for live transactions as well as inquiry/reporting purposes
- Examples: receive PO, automatically return PO acknowledgement based on available inventory

Less Traditional Options...

Admiral Metals – Background



Less Traditional Options...

Admiral Metals – PDF to EDI

Problem:

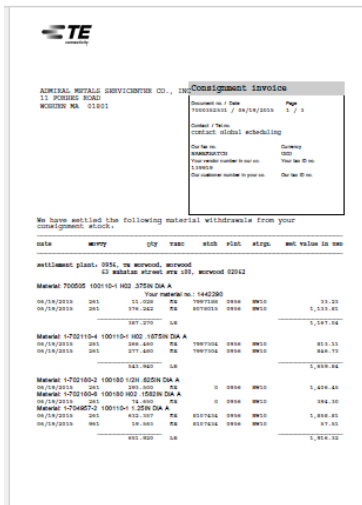
- Consigned inventory stored at customer site and billed as it is consumed.
- Usage report received on paper and keyed into ERP
- Incoming Report contains 30 lines with 8 character item IDs
- Item IDs for different items look similar – if the wrong item is entered it gets billed and inventory updated incorrectly
- Data entry errors cause discrepancies - resulting in additional reconciliation and correction efforts (***non value add!***)

Less Traditional Options...

Admiral Metals – PDF to EDI

Solution:

Trading partners email PDF documents to Admiral, where EDI processor harvests data from the image and converts to machine readable data



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ISA'00' '00' '01'257379107 '01'019614577 '15
GS'PO'0100118'019614577'20150806'1453'18246'X'004010-
ST'850'0001-
BEG'00'NE'7000352531'20150624~
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PO1'12'174.8'LB'2.90378'FE'BP'8-703231-5-
```



Less Traditional Options...

Admiral Metals – PDF to EDI

The Technology:

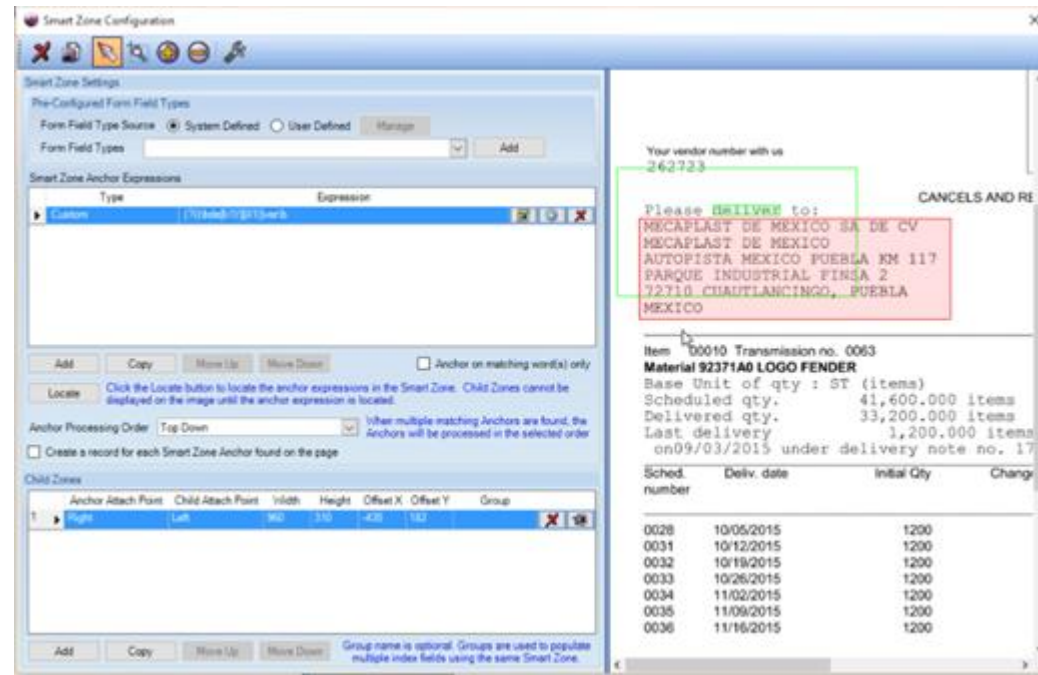
- System generated PDF ensures near 100% accuracy
- OCR can be used to capture data from scanned documents – may not be as accurate resulting in the need for some manual intervention

Less Traditional Options...

Admiral Metals – PDF to EDI

The Technology:

- PDF transaction maps are built for each trading partner to isolate and extract key data



Less Traditional Options...

Admiral Metals – PDF to EDI

The Result:

- Initial partner transmits one report per day with 30 line items
- Can be extended to 100 additional partners, and additional processes (such as quote entry).
- Eliminate errors resulting in easier/faster reconciliation
- Improved payment terms (when the invoice matches the PO)
- This alternative facilitates faster/broader adoption because trading partner can easily create PDF docs with no involvement from EDI or IT staff

Thank you!

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