



Increasing EDI- B2B Adoption with Trading Partners

White Paper

Business Imperative Driving EDI/B2B

EDI technology and its use within large enterprises has been around since the late seventies. Futurists have often talked about the end of EDI, but its growth continues strong. Traditional EDI (ANSI x12) has evolved into many different technologies. However, the need to collaborate with Trading Partners on key processes and to exchange related data in order for this collaboration to take place, has never been greater. For example, in consumer-oriented industries such as retail, distribution & manufacturing, the need to compete on the basis of a superior "omnichannel" consumer has led to a feverish adoption of supply chain integration. Modern business processes and hyper competitive markets make it no longer acceptable that real time data is not available to all stakeholders within an extended Trading Partner ecosystem. The majority of these integration efforts are based on what is loosely described as "EDI" or Electronic Data Interchange. Organizations who have already crossed the integrated supply chain are rapidly moving to develop next generation "social supply chains" where real time collaboration between Trading Partners is reducing latency within the extended supply chain and increasing customer service.

The resilience of EDI is due to the fact that it describes business process orchestration, such as automated order-to-cash cycle, along with prescribing data exchange guidelines to execute these processes. Many of these business processes are semantically unique to the major organizations worldwide that conduct business worldwide with millions of Trading Partners.

In his blog, Forrester analyst Benoit Lheureux describes why, in the age of the "API Economy," EDI still stays strong and is expected to remain a foundational technology of B2B collaboration. Digital commerce, global supply chains, "Industry 4.0" and the "API Economy" will continue to drive the need for business-to business integration. Today's EDI options are highly evolved, supporting many standards and formats for messaging and a variety of service delivery options



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Modern EDI/B2B Integration Options:

Customers have several options for setting up and managing their EDI/B2B. Options include a variety of technology platforms and a plethora of outsourced services that provide different value to organizations depending on the organization's size and budget. The traditional providers of EDI/B2B technology provide on premise, in-cloud and hybrid solutions, while their core functionality varies from pure EDI/B2B messaging to combined Enterprise Application Integration (EAI) and SOA.



Many traditional EDI/B2B software companies also provide an outsourced managed service. Small Page 2 of 4 and mid-sized organizations often select one of several "EDI service bureaus" that provide web-based EDI solutions and in some cases fax-to EDI. Fast growing organizations select an outsourced service, whereby a provider such as SPICE delivers a complete solution for managing the complete lifecycle of EDI/B2B with

Software Model: On-Premise or In-Cloud:

SPICE provides end-to-end expertise in architecting, implementing, rolling out and supporting your EAI, EDI, B2B solutions developed on industry-leading integration software. Industry leading software platforms such as IBM's Sterling Commerce, Microsoft BizTalk and Web Methods provide some of the best and most affordable software for core internal EAI/EDI infrastructure. SPICE's expertise is used to augment your build, deploy and operate cycle. Software can be implemented on premise, in-cloud or in a hybrid model, including leveraging SPICE's Connect EDI/B2B accelerators. SPICE's add-on accelerators, our turnkey managed services for software support and our industry-leading Trading Partner on-boarding makes SPICE a unique partner. As a full-service solutions organization, SPICE provides consulting services for integrating the chosen software package or hybrid model to all back-end ERP systems and to other value-added SaaS providers that are part of the fast-growing B2B ecosystem.

SPICE Connect Cloud EDI/B2B:

The SPICE Connect offering for EDI is an enterprise-grade solution that is used by large enterprises and small-and-mid-size businesses for a fully outsourced cloud-based solution.



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Simple

SPICE Connect is a SaaS EDI/B2B offering. We will provide turnkey cloud EDI/B2B technology, project management and ongoing Trading Partner community management

- If you are new to EDI: SPICE has the industry expertise to take you through the full lifecycle of EDI adoption from business case development to turnkey EDI rollout.
- If you have existing EDI/B2B infrastructure, we can help you increase adoption, increase business efficiencies and lower costs.

Trading Partner Onboarding

The key to successful EDI/B2B is wide-scale adoption within Trading Partners. SPICE is among the few North American organizations that specializes in large Trading Partner community rollouts. We manage a growing community of over 2,000 Trading Partners worldwide. We bring specialized skills, knowhow and tools to efficiently manage a large rollout. EDI Compliance Testing & Certification. Trading Partners can log in to our compliance and API testing portal and go through self-service testing. They can test any type of interface including EDI, XML and Flat File interfaces for any standards-based integration, including EDI certification

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Fast

Large Enterprise with tens or hundreds of Trading Partners: 4-6 months

- Fast connections to a handful of Trading Partners: 24 hours - 2 weeks

Affordable

- We can lower your costs and give you better customer service levels Page 3 of 4
- Our technology uses modern internet-based tools and protocols and our customer service is top notch.
- We have proven implementations where EDI costs have been reduced by more than 50%



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Solutions for Small Trading Partners

SPICE uses web portals that are tailored for B2B interaction with your Trading Partner community. We configure business rules that support your business processes and related interaction with your Trading Partners. Our solutions are highly configurable, and we can also customize the applications to meet specific needs.

Affordable

Inventory Management EDI Processes

- Vendor Catalogue Update (832)
- Inventory Status (846)
- Purchase Order (850 or ORDERS)
- Product Activity/Sales Data (852)
- PO Acknowledgement (855a)
- Reverse PO for VMI (855b)
- PO Change - Buyer Initiated (860)
- PO Change Acknowledgement (865)
- Supplier Initiated PO Change or Ack. (865)
- Advance Ship Notice (ASN 856)
- Remittance Advise (820)
- Application Error Advise (864 or APERAK)
- Invoice (810)

Logistics EDI Processes

- Motor Carrier Load Tender (204)
- Motor Carrier Freight Details and Invoice (210)
- Motor Carrier Bill of Lading (211)
- Transportation Carrier Ship. Status (214)
- Freight Receipt and Invoice Ocean (310)
- Arrival Notice - Ocean (312) Status Details - Ocean (315)
- Warehouse Shipping Order (940)
- Warehouse Stock Transfer Shipment Advice (943)
- Warehouse Stock Transfer Receipt Advice (944)
- Warehouse Shipping Advice (945)
- Warehouse Inventory Adjustment Advice (947)
- Warehouse Inventory Adjustment Advice (950)

Specialized EDI Processes

Endless Aisle & Vendor Drop Ship Retailers are choosing to list a much larger assortment online, which they may not carry in the store. These "web only" SKUs are sourced from hundreds or thousands of suppliers and suppliers are expected to drop-ship the purchase to the consumer.

Evaluated Receipts Settlement (ERS)

An advanced retailer-supplier workflow where merchandise is paid-for based on issued PO& DC/Store Receipt (and not on invoice). Scan-based Trading (pay-per-scan) An advanced, technology-enabled vendor managed inventory system of trading that allows suppliers to manage replenishment of certain categories/SKUs. Significant cost reductions throughout system. Learn more.

New Product Listing

Automated and timely exchange of item data information between buyers and suppliers to manage new product listing lifecycle; reduce labor and new product /new vendor listing cycle time and speed up eCommerce/MultiChannel commerce.



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