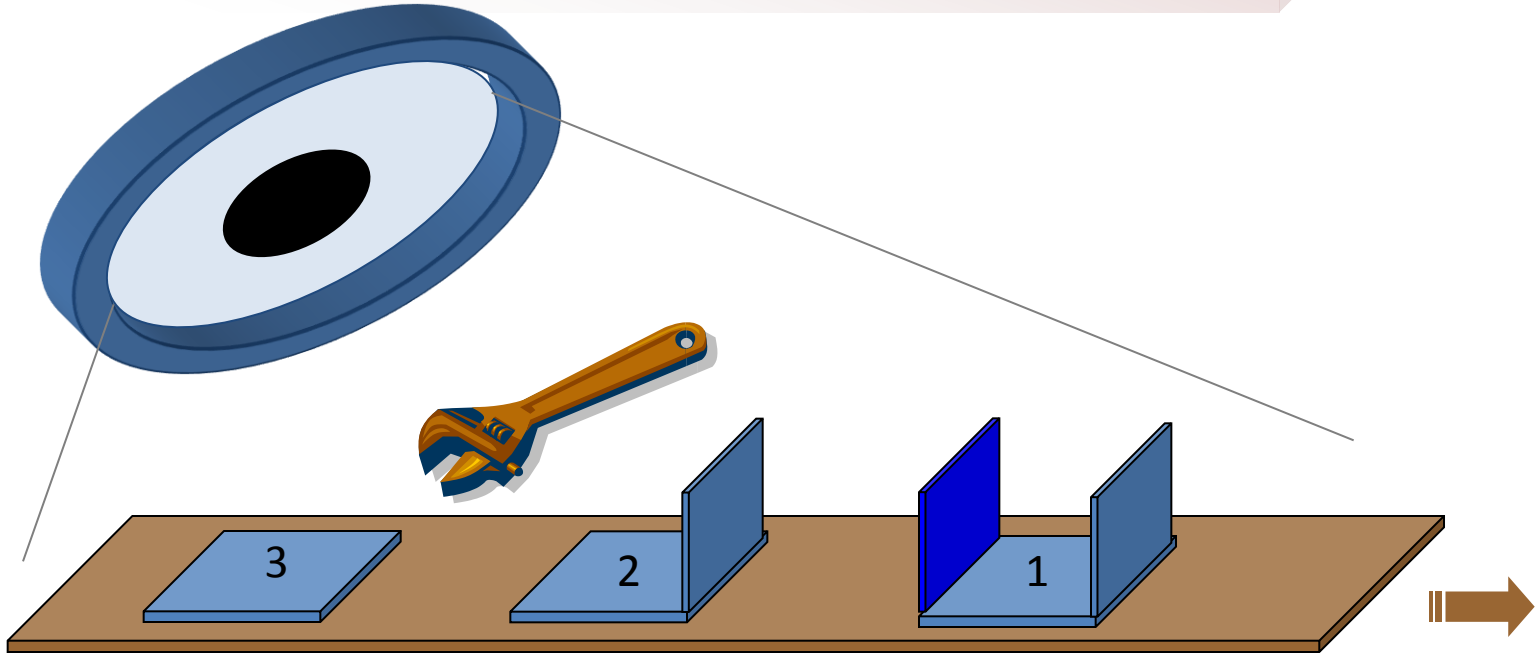
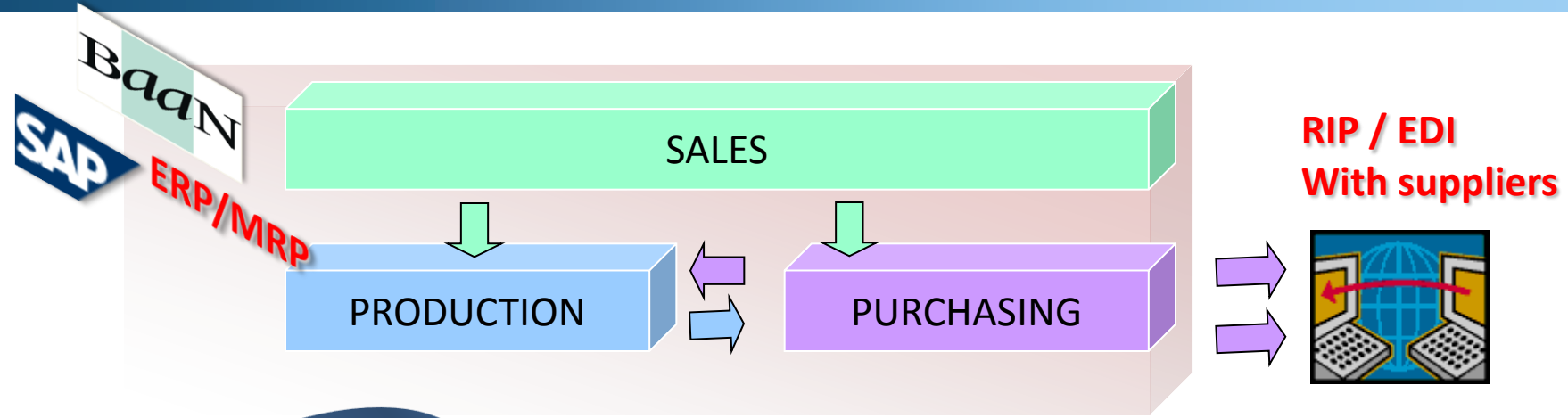


Effects of EDI implementation in SME's logistics

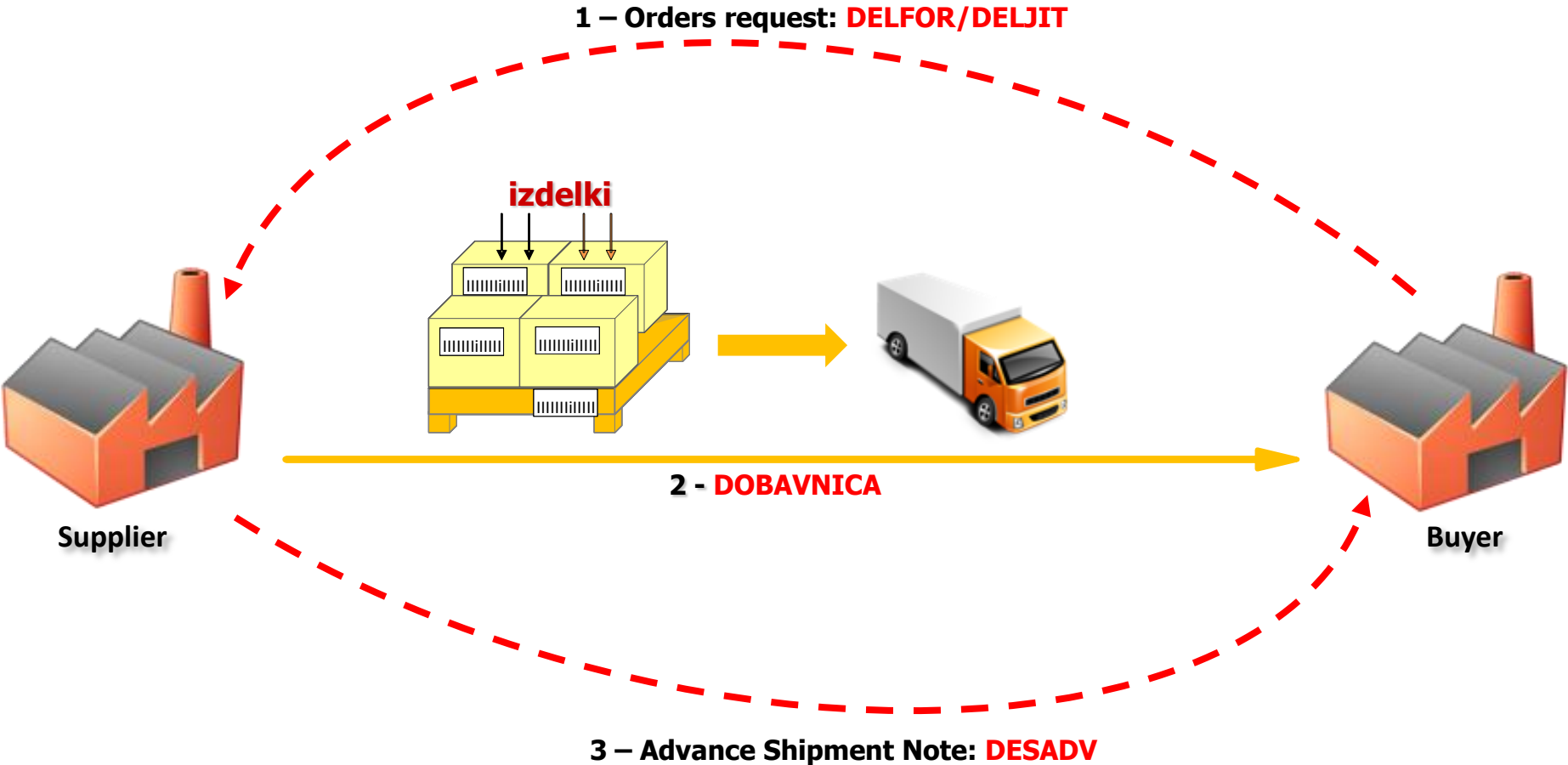
1. EDI - beginning
2. Challenges for buyers and suppliers
3. Obstacles
4. Solution
5. Benefits and Cost Savings

Production and beginning of EDI

EDI – Electronic Data Interchange

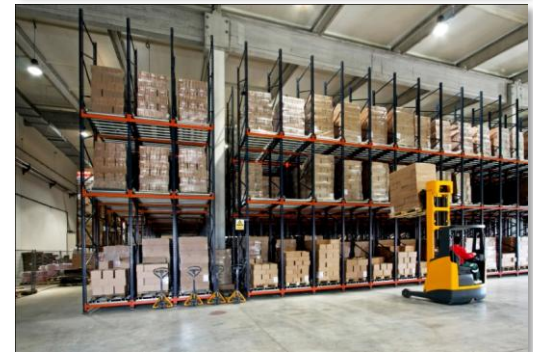


Exchange of logistic messages



Different Sectors

- *Automotive*
- *White Goods & Electronics*
 - *Smaller orders*
 - *More frequently*
 - *More production rearrangement*
 - *More shipments*
 - *More receptions*
 - *More ...*
 - *Costs*
- *Retail*
- *Textile*
- *Interlaced sectors*



Customers want 100% of suppliers using
EDI for **Order Processing** as quickly as
possible

In order to:

- ✓ Minimize data entry errors
- ✓ Speed up processing time
- ✓ Reduce costs

The Supplier's EDI Challenge

Satisfy the Customer

Orders come in by a variety of means...



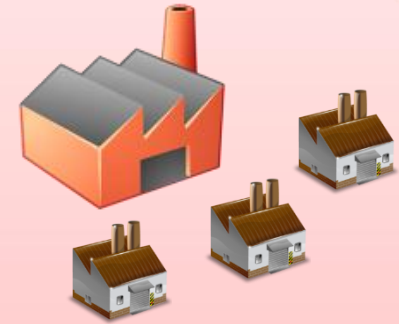
- **Messages left on scraps of paper**
- **Data needs to be re-keyed**
 - ✓ Leading to data entry errors
- **This can lead to lost orders**
 - ✓ Need to redo orders
 - ✓ Reconcile invoices & orders
 - ✓ Late payment
 - ✓ Complains

Enablement & Obstacles



Buyer

- *How to onboard > 100 suppliers?*
 - *Resistance SMB*
 - *Long time*
 - *Costly*
- *Wants stable supply chain*
- *Supplier evaluation*



Suppliers

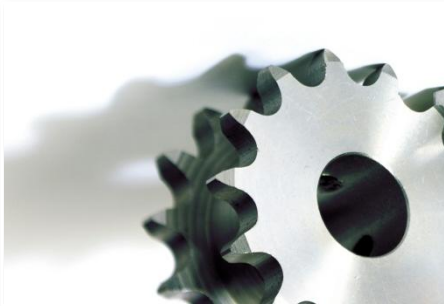
- *90% suppliers are SME*
- *Lack of IT resources & expertise*
- *Buyers have different requirements*
- *What are cost benefits?*
- *They need simple and cost efficient solution*

What is DARWIN?



- DARWIN is a complete order processing solution
 - ✓ Enables suppliers to use EDI to trade with their customers
 - ✓ Forms a key part of a Supplier EDI solution.
- DARWIN allows suppliers to
 - ✓ Receive electronic orders from their trading partners
 - ✓ Send back despatch advices (ASN), invoices and all necessary information for goods to be received by trading partner
- DARWIN is aimed at small to medium sized organizations

DARWIN – Features & Benefits



- **Highly Functional Order Processing System**
 - ✓ Self contained, rich feature set
 - ✓ Wide variety of Customres supported
- **Fully Scalable**
 - ✓ Designed for Small and Medium sized companies
 - ✓ Also Web version
- **Comprehensive labelling and packaging**
 - ✓ Suppliers can receive electronic orders from their trading partners and send back despatch advices (ASN) & invoices
 - ✓ Dispatches automatically calculate the number of iner/outer packages
- **Language support includes**
 - ✓ English, French, German, Spanish, Simplified Chinese, Turkish
 - ✓ ...
 - ✓ Including Slovenian

Darwin Web for Suppliers

WEB portal

Darwin Orders

Home Administrator Order Processing View Actions Sign Out

inbox Orders Invoices Despatches Shipments Outbox

Invoice Type: All (All Dates) Change Filter

Options	Invoice	Invoice Date/Time	Invoice Type	Customer	Net
<input type="checkbox"/>	51	13/06/07 00:00:00	Invoice	Ford Motor Company Ltd	23200.00
<input type="checkbox"/>	64	13/05/06 00:00:00	Invoice	Ford Motor Company Ltd	80514.00
<input type="checkbox"/>	88	13/06/07 00:00:00	Invoice	Ford Motor Company Ltd	

Print Reports



Order printing, order confirmation and making transport documents and labels

Orders Report

Order Number	Quantity	Cum Qty
500000150	22400	

Lieferschein Delivery Note

1 Lieferant und Absender Supplier Name visit Slogna T, Slovenia		2 Lieferant-Code No. Supplier Code No. VISIT		3 Empfänger- und Beschleunigungs-Code Customer Remarks Slovenija, MESTO		4 Nr. 2	
5 Artikel und Menge PC1 PC1-MESTO SLOVENIA 4		6 Lieferanten-Code SUPPLIER 1, MESTO		7 Menge 8		8 Packung / Anzahl / Methode 9	
9 Artikel-Code E028434033-27		10 Lieferanten-Code NEKI IZDELEK		11 Menge 19		12 Datum 3.4.2007	
12 Menge 400		13 Lieferanten-Code E028434033-27		14 Menge 19		15 Datum 3.4.2007	
15 Lieferanten-Code 0000200562		16 Lieferanten-Code E028434033-27		17 Menge 19		18 Datum 3.4.2007	
18 Lieferanten-Code 96		19 Lieferanten-Code E028434033-27		20 Menge 19		21 Datum 3.4.2007	
20 Lieferanten-Code 96		21 Lieferanten-Code E028434033-27		22 Menge 19		23 Datum 3.4.2007	

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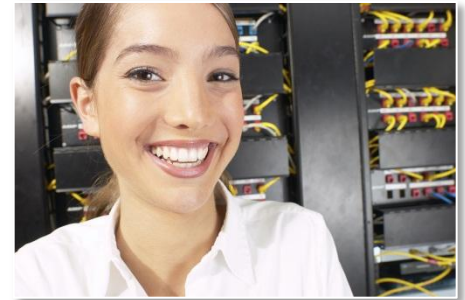


Supplier



Benefits & Savings - “win-win”

- For buyer
 - ✓ No paper
 - ✓ More efficient
 - ✓ Faster
- For supplier
 - ✓ Less complains
 - ✓ Less work
 - ✓ Data handling
 - ✓ Data accuracy
 - ✓ On time payment
 - ✓ Business oportunities
- For both
 - ✓ Efficient and agreed business process
 - ✓ Less errors
 - ✓ Quicker problem solving



Additional Benefits

- **Confirmation of receipt/delivery**
 - ✓ As opposed to faxes or emails
- **Transport labels**
 - ✓ Can make use of barcode scanners
 - ✓ Saves time receiving goods
 - ✓ Can be linked to ASN
 - ✓ Warehouse advantages
- **More accurate paperwork**
 - ✓ Saves time gathering missing or incorrect information
 - ✓ Potential for making better use of staff





Source : GS1 EDI Cost Saving Report 2010