

SUPPLY CHAIN & DISTRIBUTION EDI



EDI - The Business Issues

Are your trading partners demanding you trade electronically? Can your business afford poor productivity through process inefficiencies and human error? Do you simply not have the technology needed to meet these key demands?

High costs of doing business

There is a growing trend amongst smart customers and suppliers to require business partners to trade via an EDI system. Businesses that fail to meet this criteria will at the very least be charged high fees for non compliance, lose priority or preferred supplier status and may well lose the relationship altogether.

Inefficient Supply Chain processes

Productivity is a key success driver in every business and it's vital to identify every opportunity to reduce process inefficiencies. Delays, errors and break downs in communication all result in increased costs to your business and undermine business relationships.

In the field of supply chain logistics, an order will usually remain unchanged as it passes from requisition to order, packing, shipping and invoicing. Unless those phases are linked by an electronic data interchange (EDI) system, work will be duplicated and errors can be made unnecessarily as orders and invoices are rekeyed.

Lost profitability through poor customer management

On a day to day basis, your staff make critical decisions about your key business relationships. How confident are you that they are armed with instant access to the accurate information needed to prioritise one customer's needs over another or to understand the creditor control implications of allowing business to proceed? With Greentree EDI in place your systems empower the people using them to optimise your most profitable relationships.

Document backlogs damage your business

In an ideal world transactions flow smoothly through your business, each stage being handled within the promised timeframe. The real world is often quite different. Orders come through in large batches, staff holidays or illness creates backlogs, supply problems create fulfillment delays. All of these can seriously impact on your ability to meet business commitments and ultimately damage your business.

Greentree Solution Summary

- Reduce the cost of business relationships
- Eliminate data handling errors to improve productivity
- Proactive customer relationship management
- Share documents with confidence
- Total visibility fraud prevention
- Future proofed business flexibility



“Very, very familiar!”



Greentree EDI Business Solutions

Reduce the costs of business relationships

Be best in class. Greentree's EDI allows you to meet trading partner demands for electronic trading with highly flexible and easy to use software managing the trading relationship automatically and transparently. Avoid non-compliance fees as well as reducing your own labour costs.

Improve productivity through data handling efficiencies

Greentree's EDI allows data to be entered once by the initiator. From there it flows effortlessly and instantaneously through connected systems according to established business rules. Staff are freed from needless rekeying offering significant opportunities to improve workflow management and ultimately improve business productivity.

Proactive customer relationship management

Built in validation rules and the ability to proactively manage backorder situations and delivery schedules make it easy to identify and optimise priority customers. Automated communications such as advance shipping

notices and out of stock notifications free staff to focus on developing enhanced business relationships with high value customers.

Share documents with confidence

The improved accuracy afforded by avoiding rekeying while ensuring built in validation rules are applied, creates an environment of increased confidence and trust between business partners; bringing you closer than ever to your customers and suppliers.

Total visibility prevents fraud

The functionality of Greentree's EDI meets most core business needs, and different legislative and functional requirements can all be accommodated easily. Greentree's EDI can integrate with many other EDI services. Once the initial setup is complete, power is transferred to you, with the flexibility to alter templates to accommodate changes in partner systems; in effect future proofing your investment.

SO HOW DO RESULTS MEASURE UP?

Best in Class: Top 20%

- 97% of orders delivered to customers complete and on-time
- 95% of orders received from suppliers complete and on-time
- Average cash conversion cycle - 43 days

Industry Average: Middle 50%

- 89% of orders delivered to customers complete and on-time
- 78% of orders received from suppliers complete and on-time
- Average cash conversion cycle - 51 days

Laggard: Bottom 30%

- 72% of orders delivered to customers complete and on-time
- 65% of orders received from suppliers complete and on-time
- Average cash conversion cycle - 78 days

Source: Trading Partner Enablement for Multi-Enterprise Supply Chains, Aberdeen Group, March 2010.



CASE STUDY



PROBLEM

For Australian automation products supplier, Adicon, the decision to adopt EDI didn't so much arise from a set of problems, as present itself as an opportunity to improve.

"We were manually entering products and pricing into an order form and faxing it through to suppliers who then had to manually enter it into their systems again," says Managing Director, Armin Fahnle. "EDI seemed like a great opportunity to save time and reduce the errors that were creeping in with human double data handling."

SOLUTION

Adicon's list of requirements was concise but demanding. The solution had to comply with industry standards, have excellent field mapping and the flexibility to allow them to work with a number of suppliers. They investigated the option of building a solution in house but Greentree's EDI fitted the bill precisely and was immediately available.

OUTCOME

The results have been exactly as expected; faster order processing especially on larger more complex orders and bypassing human error with the associated costs of incorrect orders. But there's been one unexpected advantage; Greentree's EDI works so smoothly that staff at Adicon have almost forgotten they use it.

For more information visit: www.adicon.com.au

Key features

Make sure you have the right technology to maximise your internal productivity while also optimising your relationships with key customers and suppliers.

Greentree's EDI offers all the capabilities to keep you best in class, including:

Inward Document Management Handles sales orders, accounts payables invoices and credits.

Outward Document Management Handle accounts receivables invoices, credit notes, purchase orders and advanced shipping notices.

Enveloped Document Handling Improve document handling efficiency; documents can be handled either singly or within an electronic document envelope.

Document Mapping Document fields are mapped to the Greentree EDI system with user controls for future changes.

Approved Customer Management Customer defined rules ensure accurate management of records.

Approved Supplier Management Similarly, suppliers are set up with rules to manage communications and handling of records.

Integration with Microsoft Office Outlook® Emails can be generated and sent automatically, or generated and queued for approval according to rules.

Validation Rules and Alerts Transactions and exceptions with partners are processed according to established rules.

Security Protect the integrity of your valuable business information through secure logins.

Customer Prioritisation Identify and prioritise high value customers.

Back Order Management Take full control of back orders including allow/disallow, automatic release and partial or complete fulfilment.

Familiar, Easy-to-use Interface A clear, intuitive web interface consistent across the entire Greentree ERP suite.

Fully integrated Outgoing EDI documents are dispatched at point of entry in Greentree. Approved incoming transactions are immediately available for action.

Supported file formats Supports the following document file formats: XML, CSV, FLV.

Supported delivery methods Document transmission can be by the following methods: email, FTP, http(s), UNC file copy.



"Very, very powerful!"



“Very, very integrated!”

Greentree is modular, with all business functions totally **integrated**. This provides you with a wide variety of modules and sub-modules that afford options rarely found in other packages. You purchase the pieces that you need, effectively matching the system to fit your business. Choose from: Financials, Job Costing, Supply Chain & Distribution, Manufacturing, Human Resources, Customer Relationship Management (CRM), Service & Asset Management, Business Intelligence, Retail, Workflow-Business Process Management and eBusiness.

Greentree is a **flexible** solution, readily adapting across a broad range of industries and business types. Businesses are provided with a **powerful**, extremely cost-effective system that has consistently proven itself capable of managing change and growing business potential.

With simple, smart thinking at your fingertips, Greentree provides the ultimate seamless business-building environment. Exploit its accuracy in business metrics, challenge its capability to deliver empowering information. Rely on the one highly **responsive** solution to efficiently streamline your internal processes resulting in increased manageability and productivity across all areas of your enterprise.

What’s the difference to any other software solution? Greentree is the most responsive business software product available, providing a source of competitive advantage to help you drive your business to the next level!

