“YOUR GLOBAL EDI NETWORK”
TODAY’S AGENDA & PRESENTERS

1. What Is EDI?
2. About B2BGateway
3. Where Does EDI Fit Into The Marketplace
4. Third Party Logistics (3PL) EDI
5. GS1-128 Labels
6. Online Retailers
7. eCommerce Platform EDI
8. Omni-Channel
9. Popular Market Verticals
10. Global EDI Standards
11. Integration With NetSuite
12. Transaction and Exception Reports
13. Popular Global EDI Standards
14. Customer Service
15. Top 5 Advantages of EDI
16. How Much Does It Cost?
17. B2BGateway Contact Information

Dante Dell’Agnese
AU Sales Director
B2BGATEWAY
ABOUT B2BGATEWAY

B2BGateway has been doing EDI since 1999, offering EDI and supply chain integration solutions to hundreds of NetSuite clients across the globe since 2001.

$30+ billion invoices processed per month
25,000+ trading partner relationships

1999

B2BGATEWAY’S EDI FOR NETSUITE
PRESENTED BY: B2BGATEWAY
SMALL SAMPLE OF SOME NETSUITE AND B2BGATEWAY EDI CLIENTS

BRIGGS
Healthcare®

RUFFWEAR
For Dogs On The Go

ACUMEN BRANDS

PONTE VEDRA
GIFTS & ACCESSORIES CO.

STANDARD
INNOVATION
CORPORATION

AMAZING GRASS®

MyChelle
DERMACEUTICALS

BLUE DOG BAKERY
Healthy Treats For Dogs

valspar
if it matters, we’re on it.

Incase

Incite

Catholic Word

vega

Premier Nutrition™

idea paint

Joint Juice

nuun

I ♥ PET HEAD

SKINNY POP
POPCORN

TILE

THE ART OF SHAVING®
NEW YORK

Cartridge World

WILLIS & GAMBIER

Fonality
Talking Business

NSI Networking

OracLe® + NetSuiTe

B2BGATEWAY’S EDI FOR NETSUITE
PREsented BY: B2BGATEWAY

warmup®

RST

Design | Living | Outdoor | Sports
B2BGateway.Net currently supports over 25,000 EDI relationships and presently works with hundreds of trading partners. See our full list of Trading Partners across all verticals at https://www.b2bgateway.net/trading-partners/

New trading partner relationships are added daily.
WHAT IS EDI? IT SOUNDS SIMPLE...

EDI (Electronic Data Interchange) is defined as the structured transmission of data between organizations by electronic means. It is used to transfer electronic business documents such as Purchase Orders, Invoices, Advance Shipping Notices (ASNs), and many more from one computer system to another, i.e. from one trading partner to another trading partner.
LET’S START AT THE BASICS

EDI is not an out of the box solution.

Whether your organization is implementing EDI on your own terms to introduce best business practice or you are implementing EDI to meet a Trading Partners requirement's, the following must be considered:

• EDI Standards (X12, EDIFACT, XML....)
• EDI Communication Protocols (VAN, AS2, FTP...)
• Integration with NetSuite
**EDI STANDARDS**

**ANSI X12**
- Developed by American National Standards Institute (ANSI) in 1979
- Most popular EDI transaction set in North America
- Transaction sets given numeric values, e.g. PO = 850, Invoice = 810 etc.
- Multiple standards within X12, 4010, 4030, 5010 etc.

**EDIFACT**
- Developed by the United Nations (UN) in 1986
- Most popular EDI transaction set outside of N. America. Mostly used in Europe & Far East
- Transaction sets given names. PO = ORDERS, Invoice = INVOIC, etc.
- Multiple standards within EDIFACT. Most popular current standard is D96A

**Tradacoms**
- Developed by the United Kingdom Retail Sector in 1982
- Had been most popular EDI Transaction Set in UK but is now being over taken by EDIFACT
- Still used today by UK retailers but is slowly being phased out and replaced by EDIFACT subset Eancom
EDI STANDARDS

ANSI X12 – 850 (PURCHASE ORDER)

STX=A00* 00* 08*925485U000 08*472103RI
*141106*1211:*00501*850011160*X*005 010
ST*850*0001
BEG*00*SA*0453517993**20141106
CUR*BY*USD
REF*DP00003
REF*MR*0003
REFP*DIAFkwk1
REF**A*472103030
FOB**C*CR*CHICAGO IL
ITD*05*15*****65
DTM*038*20150123
DTM*037*20150121
DTM*063*20150128
PIT**08*VF*FL
TDS**RETAIL LINK/ BB
N9**L1*SPECIAL INSTRUCTIONS
MTX**NON PRE-TECKET
MTX**IF MULTIPLE DESTINATIONS HAVE
MTX**THE SAME SHIP DATE, PLEASE SHIP TO FURTHEST DESTINATION
MTX**FIRST AND CLOSEST DESTINATIONS LAST.
MTX**CALL FOR DELIVERY APPOINTMENT 48HOURS IN ADVANCE.
MTX**SUPPLIER WILL SHIP ALL MERCHANDISE IN ACCORDANCE WITH THE CURRENT SHIPPING AND

EDIFACT – ORDERS (PURCHASE ORDER)

UNB+UNOA:3+5000119000006:14+5088942150030:14+110513.0510+36 0949+ORDERS
UNH+1+ORDERS:D:96A:UN.EAN008
BG1=220+MH7355272001 T+9
DTM*+137*20110513.102
DTM*64*20110515.102
NAD+DP*.925485US00*.472103RI*20141106*1211*.850011160*X*005 010
ST*850*0001
BEG*00*SA*0453517993**20141106
CUR*BY*USD
REF*DP00003
REF*MR*0003
REFP*DIAFkwk1
REF**A*472103030
FOB**C*CR*CHICAGO IL
ITD*05*15*****65
DTM*038*20150123
DTM*037*20150121
DTM*063*20150128
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MTX**SUPPLIER WILL SHIP ALL MERCHANDISE IN ACCORDANCE WITH THE CURRENT SHIPPING AND

TRADACOMS – ORDHDR (PURCHASE ORDER)

STX=A00A:1+5000167000003:UK LTD+5088942150038:supplier
PLC+1+ORDHDR:9
MHD=1+ORDHDR:9
TP=430H:NEW-ORDERS
ST=*5088942150038:987654+supplier:PLC+THE
FACTORY=ANYSTREET:AANYTOWN:ANYSHIRE:AN1 9Z2
CDT=5000167000003+BOOTS UK LTD+BEAUTY & P.CARE:1 THANE
RD:NOTTINGHAM NG90 1BS
Fil=5+1+940601
MTR=6
MTR=2+ORDERS:9
CLO=5000167100301:D82
ORD=08521073:940601++N
OLD=1+5012345000015+5012345100012+:1364537+12+50+54000++
TOOTHBRUSH FIRM
OLD=2+5012345000022+5012345100029+:1364541+12+50+54000++
TOOTHBRUSH MED
QTR=2
MTR=7
MTR=4+ORDERS:9
CLO=5000167100301:D82
ORD=08521086:940601++N
OLD=1+5012345000015+5012345100012+:1364537+12+50+54000++
TOOTHBRUSH SOFT
QTR=1
MTR=6
MTR=4+ORDTLR:9
QTR=2
MTR=3
MHD=5+ORDHDR:9
**POPULAR EDI COMMUNICATION PROTOCOLS**

**VAN:** The VAN (value-added network) is simply a secure network where EDI documents can be exchanged between a business and its trading partners. An organization will be provided with a mailbox. Documents are sent and received from there and the organization checks the mailbox periodically to retrieve its documents.

**AS2:** Applicability Statement 2 is a specification about how to transport data securely and reliably over the Internet. Security is achieved by using digital certificates and encryption. AS2 is one of the most popular methods for transporting data, especially EDI data over the Internet.

**FTP:** File Transfer Protocol is the commonly used protocol for exchanging files over the Internet. FTP by itself does not provide the security needed for document exchange with other companies over the Internet. More secure options sFTP or FTPS may be preferred.
BUT IT CAN BE VERY COMPLEX...

Each trading partner specifies their required communication method and which documents they require to complete EDI transactions. This can make the EDI process very complex as illustrated below.
WHERE DOES EDI FIT INTO THE MARKETPLACE?

WHERE DOES EDI FIT INTO THE MARKETPLACE?

EDIFACT Format

- REMADV – Payment Remittance Advice
- DESADV – Advanced Ship Notice
- INVRPT – Inventory Inquiry
- ORDERS – Outgoing PO / Incoming SO
- SLSRPT – Product Activity Data
- INVOIC – Invoice
- INVOIC – Invoice
- ORDERSP – P.O. Acknowledgement
- DESADV – Warehouse Ship Order
- INSDES – Warehouse Ship Order
- 3PL – Third Party Logistics
- (BOX STORE RETAILER)
- (FACTORY)
- (NETSUITE USER)
- (ONLINE RETAILER)
- (SHOPPING CART)
- (FINANCIAL INSTITUTION)

B2BGATEWAY’S EDI FOR NETSUITE
PRESENTED BY: B2BGATEWAY
Don’t worry - B2BGateway has you covered!

As an EDI provider, B2BGateway has been helping Amazon vendors automate their supply chain processes for many years. B2BGateway supports Amazon vendors in all categories including Amazon Vendor Central, Amazon Seller Central and a variety of country specific sites. If you would like to know more on how B2BGateway can help your organization be ready for the Amazon revolution in Australia please email Sales@B2BGateway.Net or call +61 28003 7584
THIRD PARTY LOGISTICS – 3PL EDI

The term “3PL” indicates that your client uses a 3rd party for warehousing and shipping needs. The following EDI documents are common:

- **INSDES** – Warehouse Shipping Order
- **DESADV** – Warehouse Shipping Advice
- **DESADV** – Advance Ship Notice (ASN)
- **UCC / GS1-128 Barcode Labels**

In this simplified scenario, there are only two steps:

1. An **INSDES (Warehouse Ship Order)** is sent from the client to their trading partner and 3PL.

2. The 3PL returns an **DESADV (Warehouse Ship Advice)** to let the client know the goods have been shipped. This lets the client fulfill the sales order in their NetSuite.
GS1-128 LABELS

GS1-128 labels are an outer label affixed to each carton and/or pallet and provide information about a particular shipment. This label will alert the trading partner about shipment information such as who the vendor / supplier is, carton content, store ship to location, etc., and is a mix of both human readable as well as scan able information.

The GS1-128 label on every carton is scanned at its destination location (e.g. trading partner central warehouse) and information usually is tied to an Advance Ship Notice (ASN) that has already been transmitted via EDI to the trading partner from the supplier.
The following EDI transaction sets are popular with online retailers such as Amazon, Deals.com.au, Kogan and others:

- **ORDERS** – Purchase Order
- **INVOIC** – Invoice
- **INVRPT** – Inventory Inquiry Advice
- Drop Shipping to Warehouses
The following items are often required when trading with popular eCommerce sites:

- **ORDERS** – Purchase Order
- **INVRPT** – Inventory Advice / Inquiry

Many NetSuite clients use B2BGateway to connect with their eCommerce platforms to pull orders and send inventory updates to the shopping cart.
WHERE DOES EDI FIT INTO THE MARKETPLACE

If you trade in any of the following Market Verticals – You WILL Need EDI:

<table>
<thead>
<tr>
<th>Sell Through Online Marketplace</th>
<th>Supply Box Store Retailers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amazon, Kogan, Zappos, Wayfair</td>
<td>Target, Walmart, BOBS, Best Buy, Tesco</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Use Third Party Logistics (3PL)</th>
<th>Order From A Manufacturer</th>
</tr>
</thead>
<tbody>
<tr>
<td>FedEx Express, UPS, Expeditors, Kühne + Nagel</td>
<td>Ford, Dell, Apple, IKEA</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sell Direct Online</th>
<th>Supply Government / Finance Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>3dcart, Shopify, Magento, Bigcommerce</td>
<td>AAFES, US Army, Bank of America</td>
</tr>
</tbody>
</table>
HOW CAN B2BGATEWAY HELP YOUR EDI REQUIREMENTS?

‘Integration between our distributors and our accounting and warehousing functions use to be a big paperwork nightmare that took many staff hours to reconcile. Now, with B2BGateway, it's there, at our fingertips, fully accountable and in the cloud. Employees in Sydney, San Francisco, London and Toronto are now all on the same page, and our staff requirements have been reduced by nearly 20%. How good is that?’
When designing our NetSuite integration tool, we decided the user should never have to leave their NetSuite system so we built B2BGateway in!

Using web-services integration the NetSuite user never has to leave their NetSuite to access their B2BGateway Client Portal.
B2B INTEGRATION BUILT INTO NETSUITE DASHBOARD

B2BGateway does not require the NetSuite user to purchase an additional seat but rather we can use the admin rights of an existing user.

Inbound documents reach the NetSuite user account in real time.

Outbound documents will be pulled on a scheduled basis based on set criteria of a saved search.
B2B INTEGRATION SUPPORTED RECORDS

B2BGateway supports integration scenarios for all Transaction and Record types exposed by SuiteTalk. The most common Transactions include:

1. Sales Order
2. Item Fulfillment
3. Invoice
4. Customer Payment
5. Purchase Order
6. Item Receipt
7. Vendor Bill
B2B INTEGRATION SUPPORTED RECORDS

Other Records/Types/Operations:

1. Custom fields
2. Custom Records
3. Customer Records
4. Item Records
5. Saved Searches
6. Record Updates
7. Asynchronous operations
8. And many more....
WHAT MAKES B2BGATEWAY STAND OUT FROM THE CROWD?

a) B2BGateway Client Portal
b) Supported Records
c) Reporting Capabilities
d) Automatic Item Fulfilment
e) Mapping Capabilities
f) Customer Service
g) Accreditations
B2B DIFFERENCE

MANAGE YOUR EDI ACCOUNT WITH B2BGATEWAY CLIENT PORTAL
In the Client Portal clients can view and manage their EDI relationships. Features include:

- Business Intelligence such as Most Active Trading Partners, Documents Processed Per Day, Trading Partner Relationships Progress.
- View and update company information.
- Contact support.
- View Trading Partners Status and add new Trading Partners.
- Reprocess EDI documents.
- Login to Cross Reference and WSS.
- View reports such as Transaction, Exception and/or Custom Reports.
B2B DIFFERENCE TRANSACTION REPORTS

Under the reports tab in the Client Portal the client can view all transactions over a given time period. B2BGateway can also email the client a daily transaction report if required.
B2B DIFFERENCE EXCEPTION REPORTS

If a client sees an Open Exception in the Transaction Report, they should open up the Exception Reports Section on their Client Portal. Here they will see files that have been rejected by the trading partner and a reason as to why they were rejected. The client can then fix these errors and re-send or contact B2BGateway support for help.
A 997 is also known as a Functional Acknowledgement (FA). It lets the client know if the trading partner has received and accepted the file. Receipt of a 997 does not necessarily mean that the file contains no errors.

**997 Accepted:** Trading Partner has received & accepted your file.

**997 Rejected:** Trading Partner has rejected your file.

**Open Exception:** There are issues with the file you tried to send. Check the “Exception Report” for details. Fix and resend the file.

**Closed Exception:** The file was fixed and resent or someone closed the exception manually.

**Blank Field:** A 997 has not yet been received from the Trading Partner or this is an “inbound” file.
B2B DIFFERENCE  NETSUITE AUTOMATIC ITEM FULFILLMENT
B2BGateway has been providing excellent customer service to all of our clients, including NetSuite and we will continue to do so in the future. B2BGateway has developed two new teams to help clients with setting up and maintaining their trading partner relationships.

**Available Support**

- Setup phase dedicated project manager
- Rapid Response Team available for when issues need immediate attention.
- Support is available 24/7 all year long and in your time zone.
- These support features are included in the monthly fee at no extra cost.
ADVANTAGES OF B2B GATEWAY EDI

✓ **Meet Customer Requirements**: EDI users are able to meet the supply contract requirements of all major Online and Box Store Retailers.

✓ **Integrate with 3PL’s**: EDI users are able to communicate effectively and efficiently with their outsourced third party logistics providers (3PL).

✓ **GS1-128 Labels**: B2B Gateway can support the outer case GS1-128 barcode labels and Packing Slips that may be required by trading partners.

✓ **CommerceHub**: B2B Gateway can automate the flow of data between Online Retailer Hubs such as CommerceHub and VendorNet.

✓ **Full Communication Integration**: B2B Gateway is a complete communications hub can work with all data formats such as XML, CSV as well as the traditional EDI formats and standards.

✓ **Customization**: B2B Gateway can customize solutions to meet the individual users needs.
B2BGATEWAY'S EDI FOR NETSUITE
PRESENTED BY: B2BGATEWAY

SETUP FEES

Organizational Setup Fee
AU $1100
One time fee

Trading Partner Fee
AU $1100
One time setup fee per trading partner

B2BGATEWAY has been providing excellent customer service to all of our clients, including NetSuite users and we will continue to do so in the future.

• Our pricing is posted on our website (b2bgateway.net/pricing.asp)
• All (318+) EDI X-12 Transaction sets are supported at one low price
• Free Cross Reference Tables
• All mapping changes and upgrades required included in standard fee.

PRICING

Trading Partner Fee
AU $1100
One time setup fee per trading partner

Basic Service Fee
AU $175 /mo

EDI Transactional Fee
AU $0.08 /SKU line

RECURRING FEES

Free

HOW MUCH DOES IT COST?

• Fully managed 997 Functional Acknowledgement

• Our pricing is posted on our website (b2bgateway.net/pricing.asp)
• All (318+) EDI X-12 Transaction sets are supported at one low price
• Free Cross Reference Tables
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• Basic Service Fee
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• EDI Transactional Fee
AU $0.08 /SKU line

Free
Questions Anyone?
THANK YOU FOR WATCHING

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