



Standards Playbook 2007

IDEA Standards Committee

Standards Playbook

Agenda

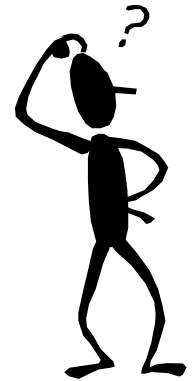
- » Benefits of E-Commerce
- » IDEA Standards Committee
 - Subcommittees
- » Industry Standards
 - What they are
 - When to use them
 - How to use them
- » Benefits Re-cap

Standards Playbook

Why Do We Need E-Commerce?

E-Commerce enables:

- Speed of Information Flow
- Efficiency
- Effectiveness
- Reliability
- Elimination of Redundant Tasks

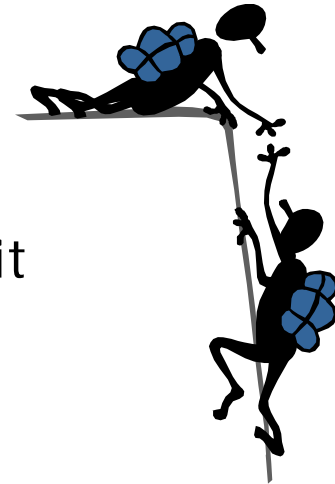


Thus reducing operating costs and improving the service to the end customer

Standards Playbook

E-Commerce

In order for companies to mutually benefit from automation, a commitment to Standards is absolutely required



Standards Playbook

IDEA/Electrical Industry E-commerce Standards

Standard Transaction Documents

Shared Across the Industry

Built by the Industry

For the Industry



Standards Playbook

IDEA Standards Committee

The IDEA Standards Committee Meetings will be conducted in an “advisory” format. The format would permit:

- Review of Industry related electronic commerce activity resulting in possible IDEA/Standards Committee future direction and tasks, based on the Mission goals.
- Assignment of such tasks to the appropriate sub-committees
- Reporting on the status of the sub-committee tasks
- Review, finalization and voting on acceptance of the sub-committee task results
- Reporting of on-going activity related to IDEA and it’s product services

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IDEA Standards Committee

Subcommittees:

- » EDI Subcommittee
- » Data Content Subcommittee
- » XML Subcommittee
- » Product Identification Subcommittee
- » Product Code Subcommittee
- » EDIFACT Subcommittee
- » Flat File Subcommittee

Standards Playbook

IDEA Standards Committee

EDI Subcommittee:

Mission/Goals

- To update and maintain the EDIPro Standard transactions to the most current version, based on the ANSI X12 EDI transactions
- To encourage IDEA members and supply chain partners to implement EDIPro standards
- To educate IDEA members and supply chain partners on the benefits of implementing EDIPro standards
- To represent IDEA on committees of global cross-industry standards organizations relating to the exchange of business data
- To promote supply chain partner participation in the development of EDIPro standards through joint working sessions

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Data Content Subcommittee

Mission/Goals

- Identify what new fields need to be added to the PDD and all affected inbound/outbound documents.
- Identify field value options (& restrictions) for these new fields and review same for all existing fields.
- Define and establish procedure standards for life cycle data changes (the correct way to: change a UPC or catalog number, implement a substitution, replace a catalog number, delete or hold an item, etc.).
- Define and provide guidelines for those fields identified as required (e.g. the Description field(s), the Brand field, Catalog Number, etc.).
- Define and provide guidelines for IDW packaging fields within all view (B1, B4, B5).

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IDEA Standards Committee

XML Subcommittee:

Mission/Goals

- Identify currently existing XML standards
- Evaluate and compare available transactions with EDIPro transactions
- Determine additionally needed transactions (Price/Availability check, etc.)
- Determine which existing standard is appropriate for IDEA adoption

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IDEA Standards Committee

Product Identification Subcommittee:

Mission/Goals

- Provide education on Product Identification technologies, to the electrical industry
- Investigate, educate and recommend Bar Code standards and symbologies to the industry
- Investigate, educate and recommend an action plan for RFID/EPC technology
- Educate the industry on the importance and use of the Global Trade Item Number (GTIN) and the associated allocation rules

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IDEA Standards Committee

Product Code Subcommittee:

Mission/Goals

- Maintain on an ongoing basis, the Electrical Industry product category section of the UNSPSC Codeset
- Add to or modify UNSPSC Product Categories as they come into the marketplace
- Build/maintain the IDEA Industry Product Code cross-reference table, to be utilized by the IDW2, and IDEA's customer base.
- Add to or modify the Industry Schema as it relates to the changes in the Electrical Industry's Products and Attributes.

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IDEA Standards Committee

EDIFACT Subcommittee:

Mission/Goals

- To encourage use of the EDIFACT standard
- To educate Research EDIFACT standard for use in the electrical industry
- Supply chain partners the benefits of EDIFACT

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IDEA Standards Committee

Flat File Subcommittee:

Mission/Goals

- To provide an alternative method for e-commerce when traditional EDI is not feasible
- To encourage IDEA supply chain partners to implement flat files when traditional EDI is not an option.
- To educate IDEA supply chain partners on the benefits of flat files when traditional EDI is not an option.

Industry Standards

What Standards are available for the Electrical Industry?

Standards Playbook

Industry Standards

EDIPro:

- A Subset of ANSI X-12's EDI Standard for the Electrical Industry
- Provides All Distributors and Suppliers (Manufacturers) in the Electrical Industry With One, Specific Standard EDI
- 22 of the traditional business documents

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Industry Standards

IDW2:

- PDD - Product Descriptor Database
- EZView/PIPE
- Industry Schema
- B5Net
- Net Price Flat File
- EDIPro 832 IDW Views

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Industry Standards

IDW:

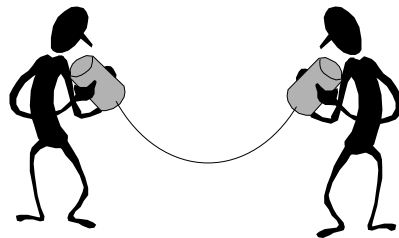
- White Papers
 - IDEA Catalog Descriptive Field Guidelines
 - IDEA IDW2 Product Change Management
 - NEMA Codes Table (accompaniment to PDD)
- Product Code Cross-Reference

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Industry Standards

Flat Files:

- To facilitate e-commerce between trading partners that are not both EDI capable
- Simplified versions of basic EDI transactions for the non-EDI savvy user



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Industry Standards

What business processes can they be used with?

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Industry Standards

Supply Chain Product Data Standards:

- PDD 832/EDIPro Views - Standard format for exchanging product information through IDW via EDI
- EZView/PIPE - Standard format for exchanging product information through IDW via Flat File
- Industry Schema/Enriched Data - Standard format for exchanging enriched product attributes via IDW
- UNSPSC/Product Codes - Global Product Categorization Code Standard for use with procurement systems.

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Industry Standards

Supply Chain Product Data Standards:

- Product Code Cross-Reference - IDW table to enable the cross-referencing of multi-industry product codes
- B5Net - Standard format for exchanging NET Price information through IDW via EDI
- Net Price Flat File - Standard format for exchanging NET Price information through IDW/IDX via Flat File

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Industry Standards

Supply Chain Product Data Standards:

New “Key” Data Fields to support:

- Brand, Parent and Selling company names
 - These fields are a necessity to the Distributors business process
- GTIN (Global Trade Item Number)
 - Formerly known as EAN/UPC number
 - Now 14 positions (leading zeros can be used to convert existing UPC #'s)
- GLN (Global Location Number)
 - GS1 Registered location number (similar to DUNS+4 branch number)
- GPC (Global Product Classification)
 - GS1 Registered product code for categorization to the attribute level (evolved from the UDEX code)

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Industry Standards

Supply Chain Product Identification Standards:

- Bar Code Standards
 - GS1 System standard symbologies for the development of bar codes
- EPC (Electronic Product Code)
 - The next generation of bar code designed to provide a unique serial number for each item in the supply chain
 - Using a string of numbers it identifies the manufacturer, the product and the product's serial number
- RFID (Radio Frequency Identification Device)
 - A technology that involves tags that emit radio signals and the hardware devices called readers that pick-up the signals
 - RFID technology utilizes Electronic Product Codes and the related data assigned to it.

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Industry Standards

B2B Transactions:

EDIPro Standard

- Full Order Cycle
 - EDIPro 850, 855, 856, 810
- Replenishment
 - EDIPro VMI 852, 855, 857, 861
- Receiving and Payment
 - EDIPro 857, 861, 820
- Pricing and Product Information
 - EDIPro 832, 841, 844, 849, 845
- And More

Industry Standards

B2B Transactions:

Flat Files

- PO - Purchase Order (850)
- INV - Invoice (810)
- POS - Point of Sale/Point of Transfer (867)
- RFC - Request for Credit (844)
- RFCR - Request for Credit Response (849)
- SPA - Special Price Authorization (845)
- RMTA - Remittance Advice to A-D (820)
- RMTS - Remittance Advice from A-D (820)

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Industry Standards

B2B Transactions:

Recommended “Basic Start” Transactions to Exchange

EDI and/or Flat File

- Purchase Order
 - EDIPro 850, Flat File PO
- Acknowledgement
 - EDIPro 855
- Invoice
 - EDIPro 810, Flat File INV
- Advance Ship Notice
 - EDIPro 856

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Industry Standards

B2B Transactions:

Recommended “Basic Start” Transactions to Exchange

EDI and/or Flat File

- Payment (Remittance)
 - EDIPro 820, Flat File RMTA/RMTS
- SPA's
 - EDIPro 844/845/849, Flat File RFC/SPA/RFCR
- Point of Sale/Point of Transfer
 - EDIPro 867, Flat File POS

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Industry Standards

B2B Transactions:

Recommended “Basic Start” Transactions to Exchange

XML

- Not a replacement for EDI, but a supplement
 - “Real-Time” Transactions
 - Price and Availability
 - Order Status
 - Shipment Status
- RosettaNet adopted by IDEA Standards Committee for industry use

Standards Playbook

Industry Standards

How do I get started using Standards in my business?

Standards Playbook

Industry Standards

EDIPro:

- Download EDIPro transactions from IDEA Portal
- Contact trading partners to determine transaction capabilities
- Contact IDEA to start using IDX to reduce traffic costs

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Industry Standards

IDW:

- Download IDW data format standards from IDEA Portal
- Download White Paper Recommended Business Practices from IDEA Portal
 - Review
 - Incorporate into internal Business practices

Standards Playbook

Industry Standards

Flat Files:

- Download Flat File standards from IDEA Portal
- Contact trading partners to determine transaction capabilities
- Contact IDEA to initiate Flat File process

Standards Playbook

Industry Standards

EDIFACT-Pro:

- Download EDIFACT-Pro transactions from IDEA Portal
- Contact trading partners to determine transaction capabilities
- Contact IDEA to start using IDX to reduce traffic costs

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Industry Standards

Benefit Re-Cap

Standards Playbook

Industry Standards Re-Cap

Standards Benefits:

Business information is organized according to a specific format, set by both trading partners, allowing a “hands-off” computer transaction that requires no human intervention or re-keying on either end.

Most of the data is the same as is in a traditional paper document.

Standards Playbook

Industry Standards Re-Cap

Standards Benefits:

Standards are designed to work across company boundaries, with updates and changes made by consensus, reflecting the needs of the industry, rather than those of a single organization.

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Industry Standards Re-Cap

Standards Benefits:

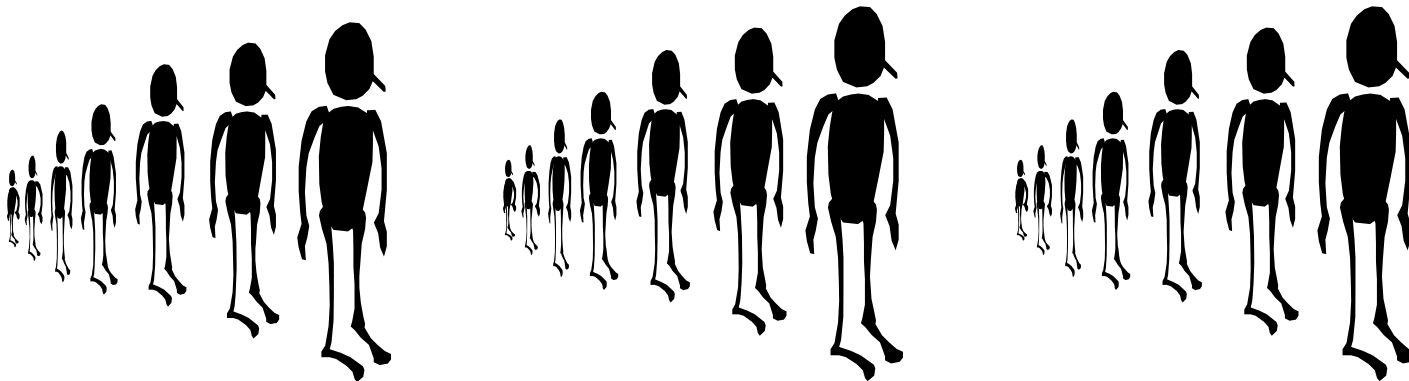
Organizations have adopted e-commerce standards for the same reasons they embraced much of today's modern technology; for enhanced efficiency and increased profits.

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Industry Standards Re-Cap

Standards Benefits:

Today, more than 300,000 organizations use the e-commerce standard transactions to conduct business



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Industry Standards Re-Cap

Standards Benefits:

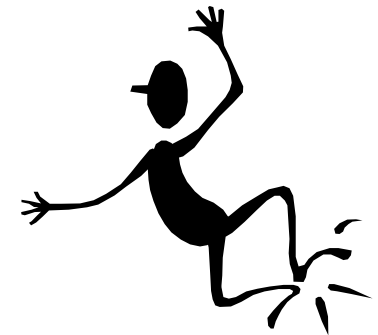
Reduced cycle time

Better Inventory management

Increased productivity

Reduced costs

Improved accuracy



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Industry Standards Re-Cap

Standards Benefits:

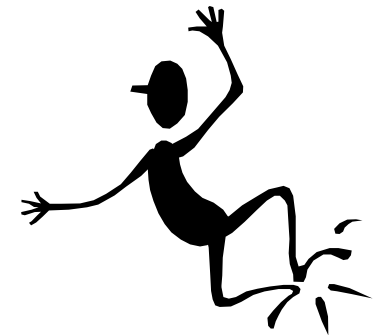
Improved business relationships

Enhanced customer service

Increased sales

Minimized paper use and storage

Increased cash flow



Standards Playbook

IDEA Electrical Industry Standard transaction

Documents can be found at:

www.myideaportal.net

My Training & Support

Standards

Or Contact Mary Shaw at:

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IDEA Standards Committee



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IDEA is a joint NEMA and NAED Enterprise.