



Electronic Trading with Supermarkets and other non-traditional retailers

Presented by:

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Agenda

- EDI in the book sector
- Supermarkets now selling books
- Others now selling books / digital media
- Key Differences – message types / formats
- ASN Requirements
- Communications options
- The Future...

EDI in the Book Sector

- Retailers / Distributors / Libraries / Batch / Teleorders
- Waterstones, WH Smiths, Askews, Bertrams, Gardners, Dawsons
- Orders / Invoices / Credits / Price & Availability / Returns / ASN / Order Response
- BIC Tradacoms / EDITEUR
- VAN / FTP Communications

Supermarkets now selling books

ASDA

TESCO
Every little helps

Sainsbury's
Try something new today

and likely to join in...

Waitrose

Makro

Budgens

Co-op

Marks & Spencer

Morrisons

Others now selling books / digital media

- Play.com
 - Robert Dyas
 - HMV
 - Virgin
 - Buy.com
 - MVC
- and more....

Key Differences – message types / formats

- Each EDI format is specific to each retailer
- Trading Partner may use own codes as well as ISBN13
- Unit of Measure issues – may buy in box quantities
- Can send provisional orders / forecasts
- Debit Notes / Remittances
- Price Files
- ASNs.....

ASN's (advanced shipping notifications)

- Tesco, Makro and Sainsbury now using ASN's
- Focus on logistics and warehouse management
- Consolidated and Non-consolidated message versions
- Additional Application requirements:
 - Pallet information
 - SSCC Labels including barcodes
 - Delivery Manifests
 - Delivery Confirmation

From Best Clothes LLC 1 Wilshire Blvd. Suite 100 Los Angeles, CA 90000	To National Clothes 100 S. Hillcrest Pkwy. Altoona, WI 54720	
SHIP TO POSTAL CODE (420)54720 	CARRIER FedEx Ground PRO: 12345678901234567890 BL#: 12345678901234567890	
PO# 12345678901234 DEPT: 0012 DC#: 699 VEND: 1234567		CASE QTY: 1234
STORE (91)0001 	STORE # 0001	
SSCC-18 (00) 0 0046863 000008235 7 		

Communications Options

- Asda / Walmart require AS2
- Very low take-up of FTP, VAN's predominant
- Occasional Hybrid model (e.g. M&S)
- Working with 3rd party logistics providers (3PL's)
- Some can 'Carbon Copy'

The Future...

- More on-line retailers
- Supplier Compliance Programs
 - Deduction Management
- On-line Supplier Information Systems
- Other messages – returns?
- Move to out-sourcing

Any Questions / Other Feedback?



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Thank you for your time