



Soar your B2B trading partner integrations with enliteB2B

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why do companies drop standardized B2B for their integrations when

- Target trading partners get smaller
- New Markets need to be on-boarded
- More Agility is required
- Portals are used
- Time to deploy (resources) is limited
- Funding is restricted



Challenge 1: Design the sandbag container

	500lbs	50lbs
		
		
		
		

Challenge 2: Design of a contain for all ingredients required to make concrete

	Single Container	Multiple Containers
Sand		
Cement		
Gravel		
Water		

Challenge 3: Design of a contain for sand that can be used globally

	Printed	Label
		
USA	sand	sand
China	sand	沙
France	sand	sable
Brazil	sand	areia
Canada	sand	sand - sable

the flat file is 50lbs container

Header	Role	ID	Name	City
Data Record 1	Buyer	B1	Joe Inc	Phoenix
Data Record 2	Bill-to	IV1	Joe Inc	Dallas
Data Record 3	Ship-to	ST01	Dock 1	LA
Data Record 4	Ship-to	ST02	Dock 2	NY
Data Record 5	Ship-to	ST03	Dock 3	SF

enliteB2B Design of Business Data Container

10 flat files Types

2 Service tables

8 Payload tables

Each table has fixed record layout

Every Business Document Data Model is composed of one or more of the payload tables

Table Code	Table Name	Data Record Occurrence
STR	Start of Message	Once
MSG	Message Definition	Once
TNC	Terms and Conditions	Many
RFF	Reference	Many
PAR	Parties Identification	Many
PAC	Packaging	Many
LIN	Message Line	Many
TAX	Tax	Many
SUM	Summary	Many
END	End of Message	Once

enliteB2B PO, ASN, Invoice

Table Code	Table Name	PO (850)	ASN (856)	Invoice (810)
STR	Start of Message	Yes	Yes	Yes
MSG	Message Definition	Yes	Yes	Yes
TNC	Terms and Conditions	Yes	Yes	Yes
RFF	Reference	Yes	Yes	Yes
PAR	Parties Identification	Yes	Yes	Yes
PAC	Packaging	No	Yes	No
LIN	Message Line	Yes	Yes	Yes
TAX	Tax	No	No	Yes
SUM	Summary	No	No	Yes
END	End of Message	Yes	Yes	Yes

Status & Roadmap

	V1	V2	V3	V3 +
Endorsed/Target	May 2012	October 2012	March 2013	TBD
Syntax & Meta Model	V1	V1	V1	V1
Business Documents	3 data models: PO, ASN, Invoice	3 data models: PO, ASN, Invoice	31 Data Models (Product/Service Centric)	Reuse 31 data models
Additional Business Requirements		Complex Order, Composed Product, BOM	Revision Mechanism	No Additional Requirements
Language	English	English	English	Many Languages
Management	Manual	Manual	enliteB2B management console	Extended enliteB2B MC

Back to the beginning: Will enliteB2B

SME	Be easier to digest by your SME trading partner?	Yes	We managed to lower the technology threshold of the standard without compromising functionality
New Markets	Be more usable in new markets	Yes	Lower technology investment and local language publication of data models will contribute to higher acceptance rate
Business Requirement Agility	Offer more Business Requirement Agility	Yes	Message can be extended. User can reuse and republish the data model
Technological Agility	Offer more Technical Agility	Yes	Trading partner can start small and invest gradually in better, more sophisticated B2Bi tools
Portals	Be more usable on portals	Yes	The same enliteB2B document can be used in a S2S & S2H mode (Thank you Excel)
Time to deploy	Reduce the Time to deploy	Yes	The biggest gain is on the trading partner side. A lower initial investment, Agility to evolve will speed the decision making process.

Case Study: Godiva Supply Chain Shift



Solution:

- Design 12 B2B messages based on enliteB2B syntax
- Prior to go-live: Automated outbound flows (6)
- After go-live: Automated inbound flow (6)
- Portal for delivering and collecting the enliteB2B documents

Challenge:

- on-board 5 new partners in 5 countries
- complex business process: Inventory with Management LOT tracking, Manufacturing scheduling, IB & OB logistics, Billing
- No EDI capability at trading partner





Thank You!

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31 enliteB2B data models

enliteB2B Document Name	X12	ANSI Description
Arrival Notice	312	Arrival Notice
Bill of Lading	310	Bill of Lading
Bill of Material	841	Specifications/Technical Information
Booking Confirmation	301	Booking Confirmation
Booking Requests	300	Booking Requests
Container Movements	315	Container Movements
Credit Adjustment	812	Credit/Debit Adjustment
Debit Adjustment	812	Credit/Debit Adjustment
Inventory Report	846	Inventory Inquiry/Advice
Invoice	810	Invoice
Lead Times Report	846	Inventory Inquiry/Advice
Manufacturing Order	850	Purchase Order
Order Status Inquiry	869	Order Status Inquiry
Order Status Report	870	Order Status Report

enliteB2B Document Name	X12	ANSI Description
Planning Schedule	830	Planning Schedule with Release Capability
Point of Sales	867	Product Transfer and Resale Report
Price Catalog	832	Price/Sales Catalog
Product Movement	852	Product Activity Data
Purchase Order	850	Purchase Order
Purchase Order Response	855	Purchase Order Acknowledgment
Quote	843	Response to Request for Quotation
Receiving Advice	861	Receiving Advice/Acceptance Certificate
Request for Quotation	840	Request for Quotation
Self-Billing Invoice	810	Invoice
Ship and Debit Authorization Status	845	Price Authorization Acknowledgment/Status
Ship and Debit Claim	844	Product Transfer Account Adjustment
Ship and Debit Claim Response	849	Response to Product Transfer Account Adjustment
Shipment Notification	856	Ship Notice/Manifest
Shipping Instructions	304	Shipping Instructions
Shipping Schedule	862	Shipping Schedule
Warehouse Shipping Instruction	940	Warehouse Shipping Order