EDI 101 FOR NETSUITE

A SIMPLE GUIDE TO EDI FOR NetSuite USERS
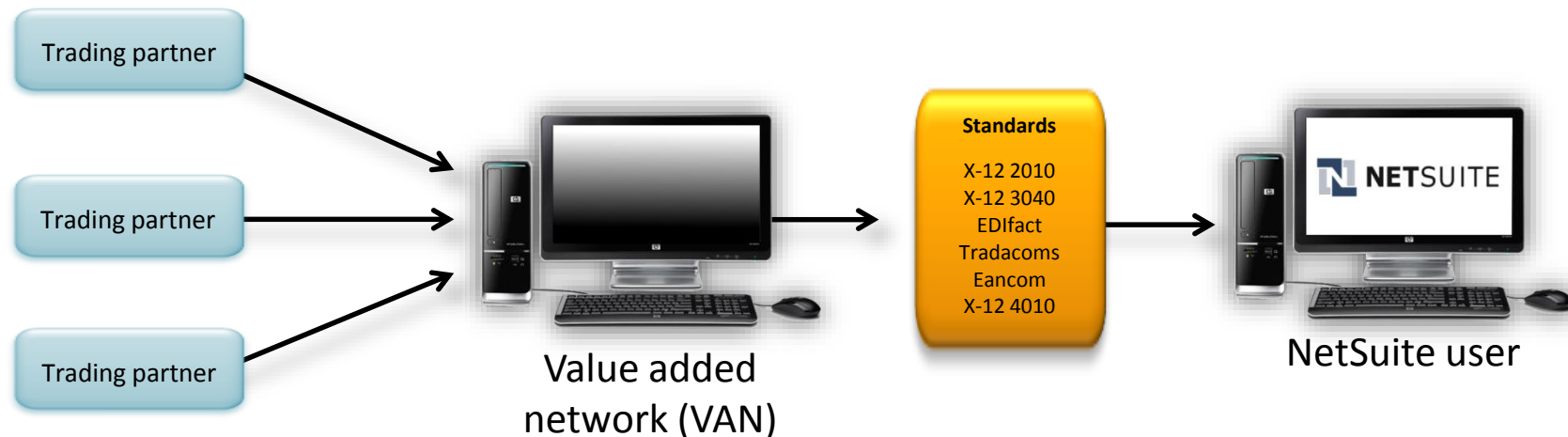
Jon Bellemore

Sales & Marketing Strategist

B2bgateway EDI services

SHORT HISTORY OF EDI

In the beginning ANSI X-12 was created to be a global standard. More standards eventually came along, and most companies customize them to fit their needs. From that more standards were developed.

In addition to X-12, other standards exist as well as different formats for each standard!

- 1970s-90s, (pre-internet): modem and a phone communication.

- The VAN (Value Added Network) was developed.

- 25 different EDI X-12 standards have been released. Each Version is an "enhancement".

- Other global EDI standards: EDIFACT, Tradacom, Eancom, Odette.

- Other file formats accepted: XML, CSV, Fixed Field files, Delimited files, etc.

- Essentially a simple standard has become non-standard.

Trading partner

Trading partner

Trading partner

Value added
network (VAN)

Standards

X-12 2010
X-12 3040
EDIfact
Tradacoms
Eancom
X-12 4010

NETSUITE

NetSuite user

DIFFERENT STANDARDS & COMMUNICATION METHODS OF EDI

EDI is not an out-of-the-box solution. Many procedures, standards and protocols must be put in place for you to trade successfully with your Trading Partner(s). Each Trading Partner may have their own standards, protocols and documentation that they wish to trade. These Standards may include ANSI ASC X12, UN/EDIFACT, TRADACOMS, XML, ODETTE and Protocols (communication methods) could include AS2, VAN, FTP, HTTP etc.

Overall, implementing the above standards and protocols can become quite a daunting task for any organization, but one that B2BGateway.Net will take care of on your behalf in a timely, hassle free manner.

Communication Protocols

AS2
VAN
FTP
HTTP
FTPs

Communication Standards

ANSI ASC X12
UN/EDIFACT
EANCOM
TRADACOMS
**XML**
ODETTE
oioUBL

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 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.

Retailer

(1) Purchase Orders

(2) Invoices

NETSUITE

NetSuite user

(1) Purchase Orders

(2) Invoices

Retailer
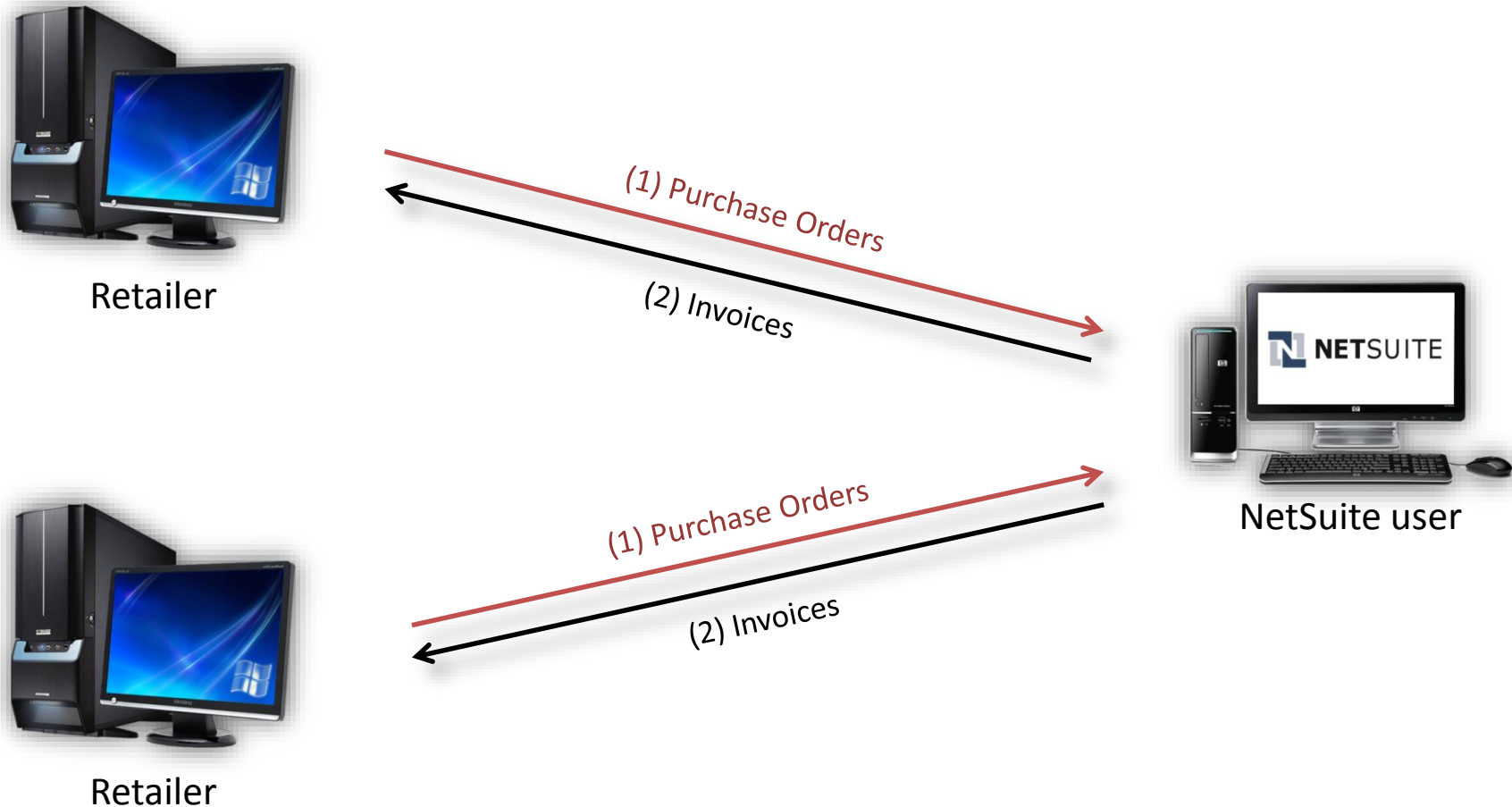
BUT IT CAN BE VERY COMPLEX

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.
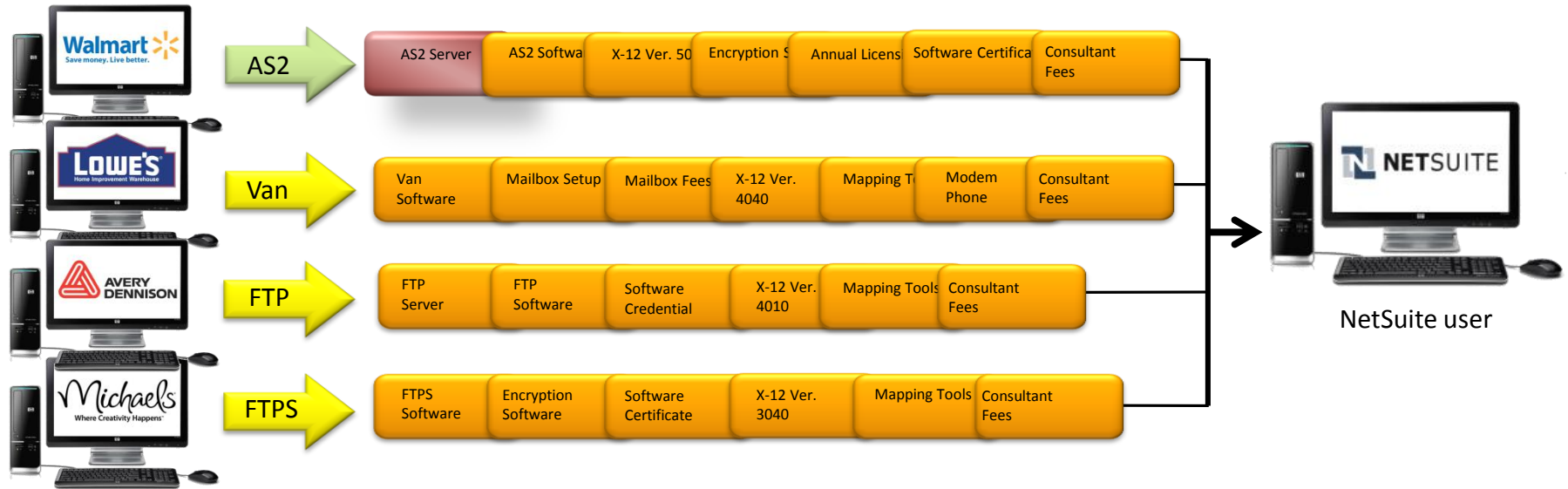
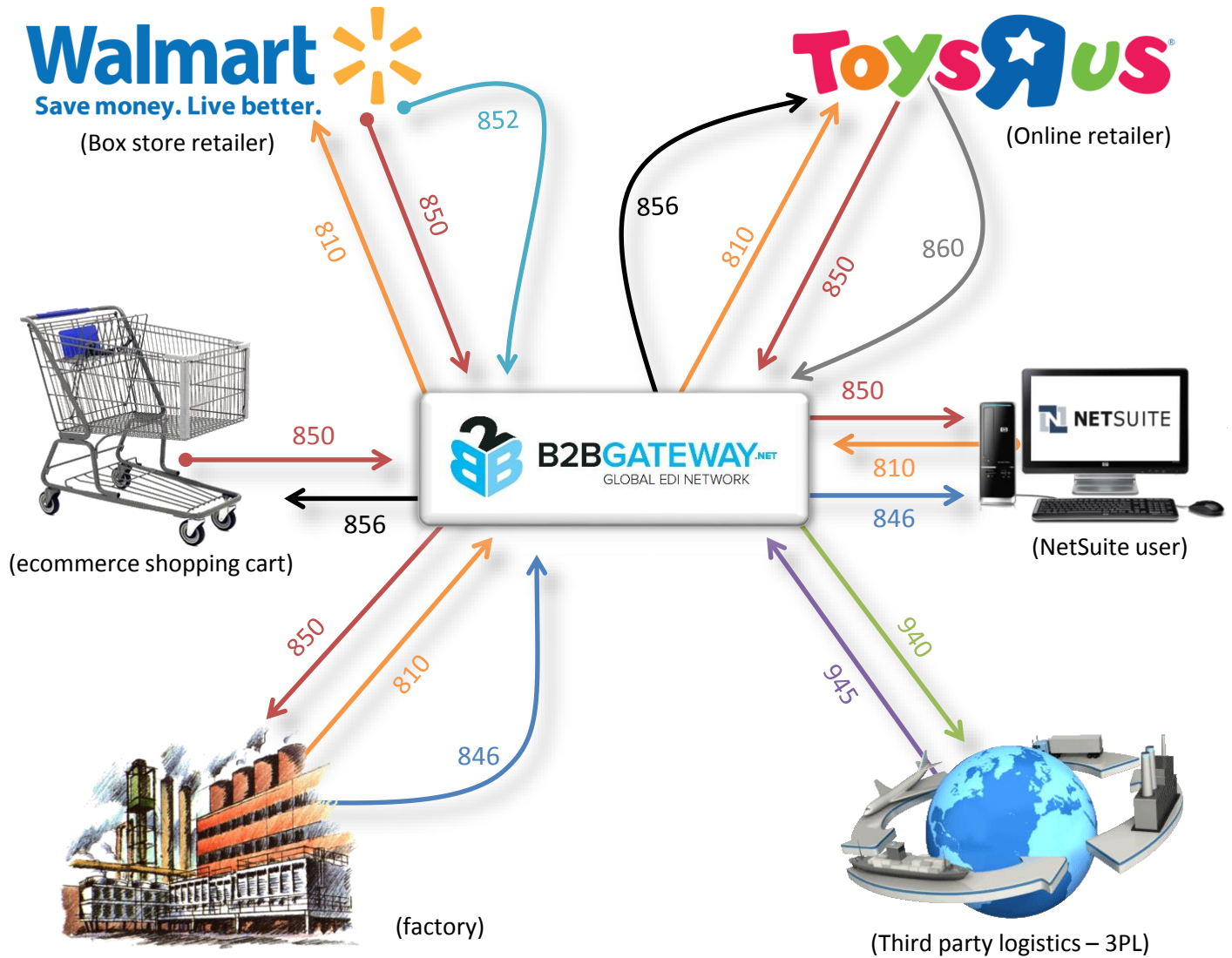## B2bgateway makes it easy for you

Here is an example of some raw EDI data. Now imagine your clerk manually entering this data into your accounting package. Even minimal mistakes bring expensive chargebacks and if Sally's had a rough night, you're looking at a very expensive bill!

Rough night, Sally?

```
DOCHDR5088942168        T
INVBEG5088942168        1234567890234567#680
CURNCY5088942168        222222USD
VNDNUM5088942168        222222
ORDNUM5088942168        6541234566
PRONUM5088942168        222222
DPTNUM5088942168        222222
MDSTYP5088942168        222222
SHIPTO5088942168        222222          703680              Ralphs #680 - Santa Barbara
SHPTOA5088942168        222222100       W  Carrillo St
SHPTOL5088942168        222222          Santa Barbara       CA93101     US
BILLTO5088942168        222222          038176921
BILTOA5088942168        222222          PO Box 54143
BILTOL5088942168        222222          Los Angeles         CA90054     US
TRMDSC5088942168        222222          20120515            14 0        Net 14 Days
DELDTE5088942168        222222
SHPDTE5088942168        2222220120430
TRMDTE5088942168        2222220120501
SHPPAY5088942168        222222
CARIER5088942168        222222
ITEMLN5088942168        222222          4EA       2222222674222222222225          4     0001
ITMDES5088942168        222222          Juice
ITMDET5088942168        222222          EA  0.05
ITEMLN5088942168        222222          4EA       222222220013                    4     0002
ITMDES5088942168        222222Juice
ITMDET5088942168        222222          EA  0.1
ITEMLN5088942168        222222          4EA       2222222201822222222264          4     0003
```

EXAMPLE OF EDI DATA FLOW

The image to the right is an example of a very complex EDI flow path. Each trading partner requires different EDI documents depending on the nature of the setup. At the right, you will see the document flow for box store retailers, online retailers, ecommerce shopping carts, Third Party Logistics and factories with B2BGateway in the middle servicing each and every document.
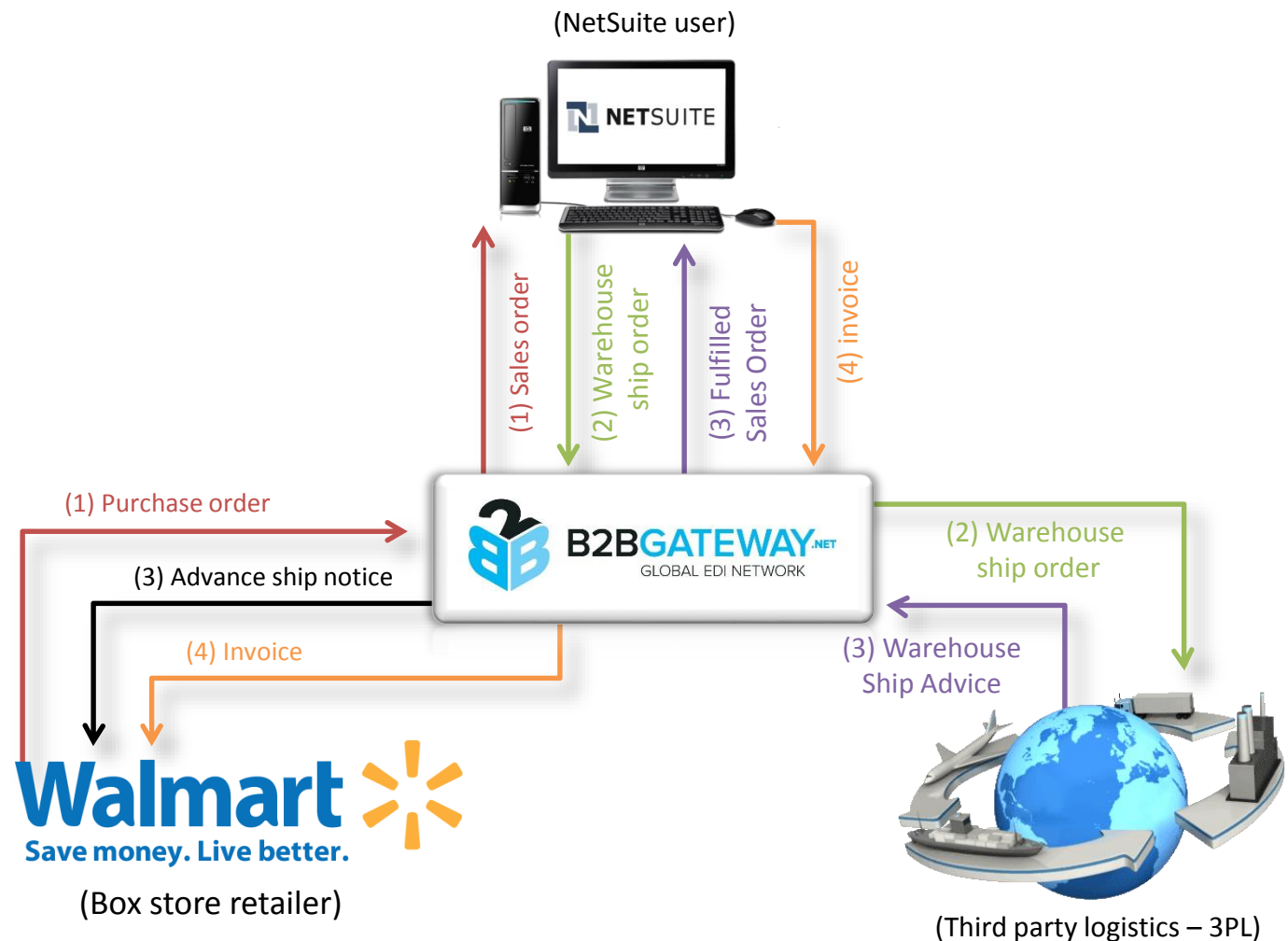
Walmart — Save money. Live better.
(Box store retailer)

ToysЯus
(Online retailer)

B2BGATEWAY.NET
GLOBAL EDI NETWORK

NETSUITE
(NetSuite user)

(ecommerce shopping cart)

(factory)

(Third party logistics – 3PL)

852 · 810 · 850 · 856 · 810 · 850 · 860 · 850 · 810 · 846 · 850 · 856 · 810 · 846 · 940 · 945

- 810 – Invoice
- 846 – Inventory Inquiry
- 850 – Outgoing PO / Incoming SO
- 852 – Product Activity Data
- 856 – Advanced Shipping Notice
- 860 – Purchase Order Change
- 940 – Warehouse Ship Order
- 945 – Warehouse Ship Advice

Let's focus on the integration with a 3PL or Third Party Logistics provider and some other trading partner. A 3PL integration requires special, industry specific documents so let's take a look at the typical EDI document flow.

1. A Purchase Order (850) is sent from Trading Partner to NetSuite user and is imported into NetSuite as a Sales Order (850).

2. The Sales Order is pulled from NetSuite based on pre-determined criteria and sent as a Warehouse Ship Order (940) to the 3PL.

3. The 3PL returns a Warehouse Ship Advice (945) which B2BGateway sends to the TP (if required) as an **Advance Ship Notice (856)** and also fulfills the sales order in NetSuite.

4. The NetSuite user creates an Invoice (810) in NetSuite and based on the query rules established it will be pulled by B2BGateway and sent to the TP as an Invoice (810).

(NetSuite user)

(1) Sales order
(2) Warehouse ship order
(3) Fulfilled Sales Order
(4) invoice

(1) Purchase order

(3) Advance ship notice

(4) Invoice

(2) Warehouse ship order

(3) Warehouse Ship Advice

Walmart
Save money. Live better.

(Box store retailer)

(Third party logistics – 3PL)

WHAT DOES EDI MEAN TO THE NETSUITE USER?

'Standard' business documents will go directly into your NetSuite software solution without a single key stroke. You will also be able to automatically send documents to your business partners without the cost of human intervention and possible error.

B2BGateway.Net is not just a data mover but rather an online data conversion engine. Each trading partner (TP) will read documents differently therefore in order for your NetSuite to "read" them correctly, B2BGateway's servers "translate" these documents into a format that is compatible to your NetSuite system.

Who needs EDI?

Suppliers and distributors to the following industries are most often required to use EDI to do business. Here is a short list of common EDI trading partners that may require you to trade using EDI.

THE HISTORY OF B2BGATEWAY

B2BGateway as we know it today has come a long way and is constantly evolving with the technology available to us. We strive to make EDI as easy and efficient as possible for our clients.

Fun Facts about B2BGateway

- Founded as "Shannon Systems LLC" in April 1999 in Boston, MA.

- Focused efforts as a software development company.

- "B2BGateway" was a product developed in 2000 but has become synonymous with the company name.

- We currently have offices in Boston and Rhode Island, USA.

- International offices are also located in Shannon, Ireland and Sydney, Australia.

THE B2B DIFFERENCE – UNPARALLELED EXPERIENCE

B2BGateway has been doing EDI since 1999, offering EDI and supply chain integration solutions to NetSuite users consistently since 2001, back when NetSuite was known as "NetLedger"!

Here are some other interesting facts about our EDI experience:

- Attained the "Built for NetSuite" certification when it was released in 2013.

- B2BGateway processes over $30-billion dollars in client / TP transactions each month.

- Thousands of client / TP partner relationships worldwide.

- Over 250 B2BGateway / NetSuite mutual clients including Incase, Merchsource, Lifeproof and Joint Juice to name a few…

THE B2B DIFFERENCE – FULL FEATURED CAPABILITIES

At B2BGateway, we designed our EDI system to be a scalable, cloud-based and fully-integrated system to help save you time and money.

EDI Capabilities

- Full cloud-based integration to NetSuite removes the need to re-key data.

- B2BGateway EDI is built directly into the NetSuite users dashboard.

- Automates the NetSuite users supply chain processes and shortens their 'Order to Payment' cash cycle with their trading partners.

- Can handle all data standards and communication protocols required internationally including ANSI X12, EDIFACT, Tradacoms, oioUBL, XML, VAN, AS2, FTP, etc.

Additional Features

- Built in cross-referencing and business logic systems.

- Free 997 FAs (Functional Acknowledgements) handled by our staff on the NetSuite users behalf.

- Advance Ship Notice (ASN) and GS1 / UCC-128 label and warehouse support services.

- Compatible with RF Smart, Pacejet, OzLink

THE B2B DIFFERENCE – BUILT INTO NETSUITE'S DASHBOARD

When designing our NetSuite integration tool, we decided the user should never have to leave their NetSuite system so we built B2BGateway in!

B2BGateway EDI uses web services to connect with NetSuite. Inbound documents are processed, checked for errors and then pushed into NetSuite in real time.
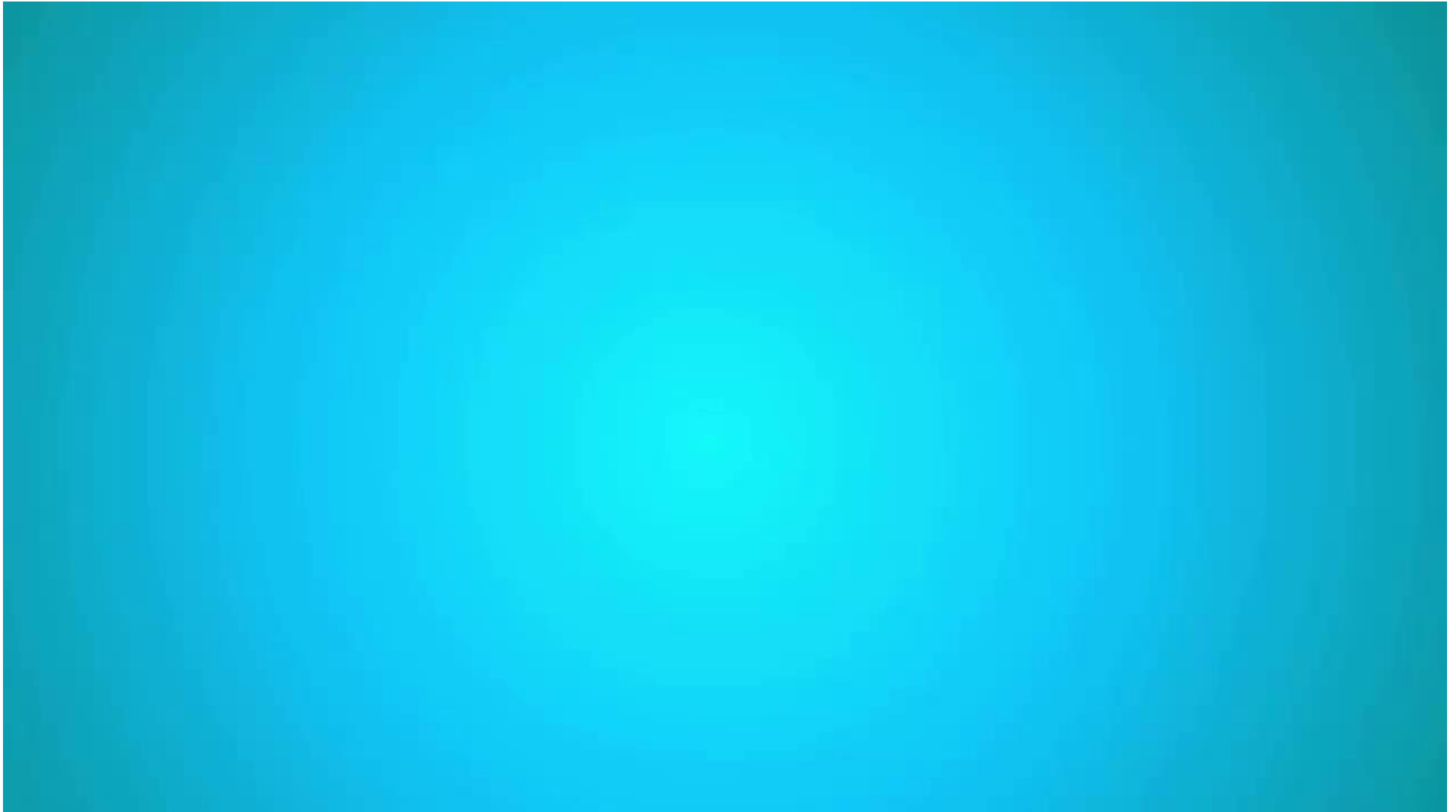
B2BGateway EDI uses web services to connect with NetSuite. Inbound documents are processed, checked for errors and then pushed into NetSuite in real time.

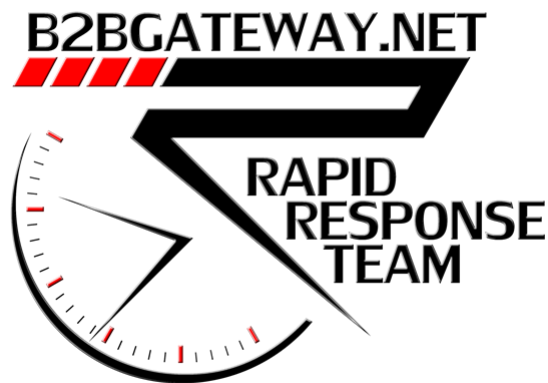# THE B2B DIFFERENCE – FIRST CLASS CUSTOMER SERVICE

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.

These new teams have been established at B2BGateway in order to reduce response times and decrease relationship setup times. The new Rapid Response Team, known as RRT, has brought the average response time down to 2:46 (two hours and forty six minutes) and the new setup team has decreased setup times by 45%.

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.

THE B2B DIFFERENCE – PRICING STRUCTURE

B2BGateway has been providing excellent customer service to all of our clients, including NetSuite and we will continue to do so in the future.

PRICING

- 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

- 6 cents per line item on a document

SETUP FEES	
Organizational Setup Fee (one time fee)	$999
Trading Partner Fee (One time setup fee per trading partner)	$750
RECURRING FEES	
Basic Service Fee	$149 per month
EDI Transactional Fee	$0.06 / SKU line
997 Functional Acknowledgements (fully managed)	Free

United States
+1 401 491 9595
Sales@B2BGateway.net

Denmark
+45 22 23 99 88

United Kingdom
+44 208 1230041

Australia
+61 29007 2497

Ireland
+353 61 708533