



DiCentral's EDI Management Solution for Retailers:

Getting products into the hands of customers is becoming more difficult than ever. Shouldn't you be able to dedicate more time and energy focusing on your core competencies than on increasingly complicated supply chains?

DiCentral's Managed Services brings the technical, consultative, and professional solutions to offer a complete turn-key EDI managed environment, enabling you to exchange EDI communications with your trading partner community while managing only a single data connection to DiCentral. Additionally, with Managed Services DiCentral can manage part or all of your EDI functions.

DiCentral's Managed Services team can handle it all: the data translation and routing to your vendor community, supplier on-boarding, supplier support services, the underlying transactional infrastructure and data center, and more. In other words, DiCentral can be an extension of your staff and can become the primary contact for your suppliers when they have any EDI support questions.

Why do retailers use DiCentral's Managed Services?

■ **Globalization:** Most retailers have several trading partners that are headquartered in Asia or Europe. This poses a number of complications, especially when considering invoicing and the differences of local laws and regulations. DiCentral has experience managing vendors across the globe, and with offices in China and Vietnam we have a worldwide reach.

■ **Size of trading partner network:** A growing trading partner network is one of the key causes of complications within supply chains.

Retailers must spend valuable resources in order to maintain communication and compliance. DiCentral's expertise is in managing supply chain communication: our experience comes from connecting thousands of vendors to retailers and managing the substantial flow of information.

■ **Core Competencies:** Retailers who maintain in-house EDI must divide their resources between EDI management and focusing on core competencies. DiCentral's Managed Services allows retailers to apply resources towards what they do best.

Key Benefits:

- Reduce or eliminate cost of maintaining an in-house EDI operation
- Dedicate more time and energy on core competencies
- Increase support without increasing staff
- Connect with all members of your external business community
- Leverage low total cost of ownership with offsite hosting capabilities
- Shift spending to a more predictable, ongoing expense

DiCentral's Managed Services Team Provides a Number of Resources:

- Project Management
 - Gap analysis
 - Project planning
- Project Coordination
 - Implementation
- Technical Services
 - Production set up

- Document mapping and translation
- Communication and connectivity evaluation, set up, and testing
- Migration to production server
- QA system testing
- Vendor portal design

Here's a real-world example of how Managed Services can cut your organization's costs and improve sales:

One of North America's largest specialty retailers of men's apparel has leveraged **DiCentral's** robust suite of **Managed Services** to outsource all its EDI needs.

■ **Business Challenge:** Migrating 5 business units with independent systems onto one EDI platform

■ **Solution:** Managed Services

■ New EDI Document Specification Development and Deployment (PO, ASN and Invoice)

■ XML Integration with Manhattan Associates and PeopleSoft/Oracle

■ Vendor Community Management, including EDI Testing and Enablement

■ **Results:** Reduction in operating costs; improved collaboration with suppliers; right merchandise stocked at the right time for increased sales

DiCentral's EDI Integration Solution for Suppliers:

■ **Leading Sporting Goods**

Manufacturer Leverages DiCentral's EDI Integration Solutions

Gamo Outdoor USA, the largest air gun manufacturer in Europe, wished to switch EDI providers and to upgrade to SAP from a MAS 200 system. DiCentral provided its EDI Integration suite of solutions, including mapping and file integration. DiCentral established mapping to Gamo's trading partner community and continues to maintain the mapping. In addition, with DiCentral's EDI Integration Gamo's trading partner community management is supported by DiCentral, allowing the company to focus more on core competencies.

DiCentral's EDI Integration Solutions:

DiIntegrator R11:

DiIntegrator R11 is offered in two versions: Professional and Enterprise. DiIntegrator Enterprise is a multi-tenant EDI platform enabling suppliers or third party logistics providers the ability to manage the many-to-many trading partner relationship. It allows the user to create multiple profiles so that a company with multiple divisions may transact electronically with multiple trading partners. Separating a company's divisions to their own user profiles simplifies management of the trading partner's processes.

In addition, both versions of DiIntegrator offer an auto-fill tool that helps users create business rules that retrieve and combine data from other applications, such as pulling tracking information from FEDEX's shipping software into your ASN.

DiIntegrator R11 significantly reduces the amount of time and money spent on order processing while increasing the accuracy of order fulfillment to shipping destinations by 98%.

Offerings for Retailers and Suppliers

In addition to EDI Management

and EDI Integration tools, DiCentral also provides a number of other valuable offerings for both Retailers and Suppliers

Solutions for Retailers:

DiGlobal is an outreach program designed to meet the needs of the international vendor community. This program can be implemented in conjunction with DiTesting or DiEnablement.

DiTesting provides EDI testing of vendors' documents to verify that the documents meet the buying organization EDI guidelines.

DiEnablement is an outreach program designed to support the vendor compliance initiative established by a buying organization.

DiAnalyst is a web-based solution that provides your team with standard and custom Point of Sale (Retail POS) analysis. DiAnalyst provides powerful, easy reporting and analysis tools, creating opportunities to maximize retail shelf space, cut out inefficiencies, and make informed decisions to better serve your retailer.

DiService Bureau is a solution that will easily convert your faxed, emailed, or mailed documents to EDI format. Our cost-effective EDI network can safely and securely transmit documents to virtually any trading partner, allowing your business to concentrate on increasing its opportunities.

Solutions for Suppliers:

DiWeb is a cost-effective, hosted web EDI solution, allowing users to instantly become EDI compliant with their trading partner community. DiWeb allows 24/7 access to validate and transmit EDI transactions while providing tight integration with any backend applications such as an accounting package.

DiReplenish is a comprehensive, demand-based supply chain application that helps suppliers comply with their customers' **Vendor Managed Inventory (VMI)** or **Scan Based Trading (SBT)** requirements. DiReplenish increases productivity by automating many day-to-

day tasks such as order generation, exception management, and order planning.

DiVerify is an order fulfillment solution that helps warehouse operators accurately manage the carton packing process. Whether as a stand-alone solution connected to DiCentral or integrated to your WMS or ERP solution, DiVerify can streamline your packing process.

DiOMS is an order and inventory management software built to integrate and automate transactions with DiCentral's Cloud Network of more than 2,000 large enterprise trading partners. In addition, DiOMS offers multi-warehouse management and integration to accounting packages like QuickBooks.

DiClarity is a web portal that enables members of the logistics industry to share data with external and internal parties, including product movement, inventory changes, credit card purchase history, shipment activity and more.

DiReports provides global, web-based visibility of purchase orders from retail clients, enabling suppliers to organize purchase order data into printed reports and Excel formats, easily accessible from any desktop.

DiAccess provides a single point of access for multiple accounts, reducing the need for managing different usernames and passwords.

DiMetrics establishes rules to monitor your business and creates alerts and reports based on any criteria established.

DiConnect allows for any-to-any connectivity through DiCentral's communications environment. The solution supports all connectivity formats that you and your trading partners implement, including FTP, AS2, VAN, etc.

