Electronic Trading with Supermarkets and other non-traditional retailers

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Date: June 7th 2010
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

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
- ASN......
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
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?
Thank you for your time