How BIC should respond to the changing environment

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New Trends in the Supply Chain
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A new world?

• New products, new players
• New business models
• Possibility of disruptive change
• What this seminar has been for and why it’s important

Book Industry Communication
The challenge for BIC

• Balancing old and new: using old technologies to manage new processes
• Continue to support existing systems while being alert to new needs
• Promoting standards and good practice
• The quest for stability
How we can respond

• Standards may not be ours
• Trading partners may not like the way we work
• Promote the strengths of the book trade infrastructure
• Work together and promote consensus
Traditional workflows

- Standardising sales reporting
- A necessity, not a luxury
- ... and it’s urgent
Identification of digital products

• Industry needs its trading identifier
• ISBNs will be used whether publishers like it or not
• Resellers who create ISBNs will cause confusion and duplication
• Publishers are responsible for metadata
Real-time transactions

• Batch processing is cumbersome and error-prone
• B2C experiences will be expected in B2B environment
• Web experience now required
• See what web services can do for you
Trading with supermarkets

- Complex relationships emerging
- Imposing a solution not feasible
- Clarification and information
- Code of practice
Managing discrete lots

- World getting more complex
- New issues arising
- It won’t get any simpler
- Get ready now
New codes, new opportunities

• Tackling generic supply chain issues
• Using standards to address complexity
• BIC works with GS1
• But consumer-facing barcodes offer new opportunities too
Conclusion

• Support for BIC more important than ever
• Participation required
• Involve us your strategy plans
• Tell us what you want from us
Thank you for listening

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