

without a doubt

# How EDI can help you stay in business.

Effortlessly share information bi-directional with your customers.





# Digitize for a better collaboration and a strong(er) position.

**Digitization: online news portals and (industry-specific) magazines are stacked with articles about it. It is responsible for a radical change in the logistics sector. At the same time, the increasing complexity of the supply chain seems unstoppable while customers' demands continuously evolve.**

Worldwide, companies find digitalization the solution for the much-needed change to simplify the process and keep operating cost-efficient. Reducing manual tasks is one of the quick wins to do so. Indirectly, this also has an impact on your way of working. Because, when your business partners digitalize the process of ordering, shipping, and storing, this will be expected from you as well.

As PWC strikingly puts it on their website: "The transportation and logistics industry is confronting immense change: digital transformation, new market entrants, changing customer expectations, and new evolving business models. If you want to remain competitive, now is the time for action."

## **Your strategic, commercial and operational processes will change**

Using new technology already has a major impact on your strategic, commercial and operational processes. It does not matter if these will change, but how these will change, where and when. Customers in sectors such as retail, food, pharma and automotive are already actively engaged in digital transformation. Do you want to stay in business? Then you must join the digitization movement and start investing in innovation and technology.

**"Which ever route to digital transformation you choose, you're going to invest in innovation and technology"**

**Marc Engel,**  
Director bij PWC

## **The corona pandemic turned up the heat and increased the pressure**

The consequences of covid-19 caused digitalization to go into overdrive. It is all about a real-time, bi-directional exchange of data. Manual actions should be minimized as

much as possible, and errors must be reduced to the minimum. It opens doors to replace daily manual activities like entering orders, updating extensive Excel sheets, or sending e-mails for an automatized process. In other words: it reduces the possibility of mistakes. At the same time, there is an increasing demand being able to follow all processes and steps, creating a fully transparent process.

## **What is EDI?**

EDI or Electronic Data Interchange is a standard for the electronic exchange of certain business documents, such as orders, bills, and certain messages or confirmations. This can be done both internally and externally and is all around us. Think about, for example, planning, stock management, customs, and controlling sorting machines and cranes.

## **Why EDI?**

Sometimes customers ask us "Why EDI"? The answer is quite simple. Everything around us is increasingly automated. The question is therefore rather: do you still want to spend time manually entering orders or sending update emails? Use your time more efficiently by optimizing processes and generate more business. From order input or "data entry" to process management.

## The benefits of EDI

EDI enables the exchange of information between two different computer systems via a shared standard document format. The standard document format can be seen as the language used to speak. Because systems that communicate with each other often speak a slightly different language or dialect, a translation - or mapping - must take place.


## A seamless information flow

Applying EDI ensures a seamless flow of information and more efficient collaboration between parties. Even if both parties work with a different system. EDI makes it possible for companies to manage orders and transport assignments faster and easier, as well as stock management, shipping, and inventory advice.

Incidentally, EDI offers many different forms to meet your and your customers' needs. Enabling you to receive shipment announcements, and order confirmations, and potential adjustments to the order. But it also allows you to send damage reports, order confirmation, inventory reports, etc. With the latest EDI technology, there is no delay, all communication takes real-time place. Thus, ambiguity about the status of goods and stocks belongs to the past.

## Possible options with EDI:

- Controlling sorting machines
- Operating automatic cranes
- Communication with customs
- Invoicing
- Integration with carrier networks
- Planning transportation
- Registration of purchase orders
- Traceability of articles
- Pre-notification orders
- Inventory management



**“During the first conversations with Boltrics, it appeared that the application contains all the functionality that we needed without the necessity of custom applications. From now on, we can scan articles with the latest HTML technology at lightning speed and customers automatically receive a status update about their orders thanks to the EDI connection. Without having to worry about managing the solution or performance.”**

**Luc Versantvoort,**  
Keyuser at Trans-Imex



# 6 ingredients for a successful integration

**What is the best approach for a successful integration project? Our EDI consultant Wouter Toonen has written down a guideline for you to help you on your way.**

## **1. Provide a clear project overview**

Make sure that you can divide the project into smaller parts/data streams that can be delivered quickly. A few questions to ask yourself and your cooperation partners are: Which messages should be exchanged? What is the objective of the parties involved? What should be automated? Which processes will it affect. at are the processes involved? What is necessary and what is "nice to have"?

## **2. Bring together the right people and disciplines**

Larger companies have different teams working on different parts. Make sure there is sufficient knowledge available on both sides to make the project a success.

## **3. Get commitment from the whole team**

At the start of the project, ensure that there is sufficient commitment from all parties for adequate test capacity and response. The key to success is focus.

## **4. Commit to a phased approach**

Avoid the pitfall of wanting to tackle everything in one go, but make sure you put "stream by stream" live. Ensuring the project remains manageable and clear.

## **5. Appoint a project owner**

For every successful project, there is a driving force that monitors the progress. This will keep the momentum going and prevent messages from falling between two stools.

## **6. Set agreements on communication methods**

Not the most difficult part, but often forgotten: how do we want to exchange information with each other, and which languages will be used? Set clear agreements and put these on paper, making it clear for all parties involved what has been agreed on.

## **3 tips to manage your EDI project**

### **1. Research**

First, research yourself and then together with your customer what needs to be done. Obtain any technical information in advance. For example, who will be responsible for the different steps during the project, such as the mapping.

### **2. Bring together involved parties**

Next, bring all parties and people involved together in a kick-off. In the kick-off, all of the above matters can be discussed briefly, and the necessary information can be exchanged.

### **3. Prioritize**

By picking up the most necessary flows first and putting these live immediately, the project does not get bogged down. Achieving the fastest possible success, how small it might seem, is better than an unfinished project where focus and commitment have disappeared.

## Your partner for success

Boltrics is an expert in the logistics sector with a proven track record of helping small and midsize businesses transform using the right technology solutions. We specialize in 3PL- and cold logistics and are ready to help you take the next steps on your path to success. We take the hassle out of implementation, upgrades, and routine maintenance of your business solutions so you can focus on what matters most.

## Get started today

- Learn more about business solutions powered by Microsoft and customized by Boltrics on [www.boltrics.com](http://www.boltrics.com).
- Work with Boltrics to explore the options and components that best fit your business and take a test drive of the solutions.



Ocean freight



Air freight



Road freight



Warehousing



Customs



Cold logistics



Groupage



Forwarding