

# RECOGNIZING EDI NEEDS & EDI BENEFITS

## POPULAR EDI DOCUMENTS

Listen for documents referred to numerically:

- 850 – Purchase Order
- 810 – Invoice
- 856 – Advance Ship Notice
- 940 – Warehouse Ship Advice
- 997 – Functional Acknowledgement

## COMMUNICATION METHODS

Your client will likely mention the following communication method terms if they have a need to implement EDI:

- VAN – Value Added Network
- AS2 – Encrypted Communication
- FTP – File Transfer Protocol

## BOX STORE RETAILERS

- Did they just sign up with a new Trading Partner?
- Are they entering their POs / Invoices manually?
- Are they paying unnecessary chargebacks?
- Are their manual processes delaying their payment cycle?

## THIRD PARTY LOGISTICS

The term “3PL” indicates your client has a need for warehousing and shipping. Listen for the following:

- 940 – Warehouse Shipping Order
- 945 – Warehouse Shipping Advice
- 856 – Advance Ship Notice
- UCC / GS1-128 Barcode Labels

## ONLINE RETAILERS & ECOMMERCE SITES

If clients are trading with online retailers such as Amazon and Wayfair they will likely have an EDI need. Also, if they use an eCommerce Platform such as Magento, Shopify, or 3dCart.

## ERP & ACCOUNTING PACKAGES

- Do they have any combination of an ERP, ecommerce platform, inventory/OMS software, or a 3PL that need to be integrated?
- Are they switching their ERP?
- Are they out growing their current ERP?



**B2BGATEWAY**.NET  
GLOBAL EDI & API NETWORK



## EDI BENEFITS

- EDI compliance with any Trading Partner
- Automates the Supply Chain
- Improves efficiency and accuracy of data
- Eliminates chargebacks
- Reduce labor costs
- Lower overhead costs and get paid faster

## EDI ADVANTAGES

- Fully – Managed: We do all the heavy lifting
- Customizable and flexible solutions
- Unmatched support after hours and on weekends
- Dedicated project manager during setup
- We handle all trading partner mandated updates and ongoing maintenance