



**EDI - Electronic exchange of
business data**

Benefits at all company levels

EDI - Electronic Data Interchange

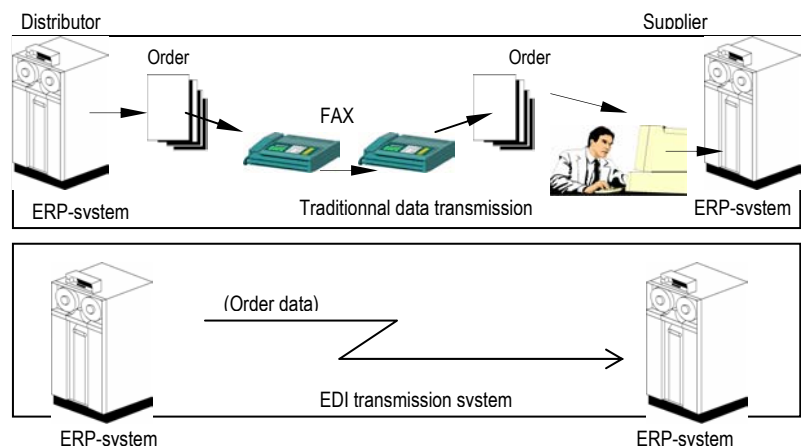
EDI – What is it about?

In the European Community, administrative costs represent approximately between 3.5 and 15 % of the invoiced value of goods. According to estimates by the European Commission, considerable savings of several billions of Euro could be made through the use of a system of electronic exchange of business data (EDI).

Also in our sector of industry, between suppliers and distributors, it is still common practice to print business data that exist in electronic form in the computer or ERP-system of a company and to transfer them via post or fax to the corresponding business partner. The latter must then manually re-record this data in order to process it within company-specific computer applications. On top of that, article information, price changes as well as the registration of orders and goods deliveries require a manual data entry too. These manual data transactions are time-consuming and error-prone. The electronic exchange of business data however opens up a considerable rationalisation potential for commercial and industrial companies.

EDI – A Common Standard for the Independent Automotive Aftermarket Sector

Since 1997, the "Joint E-Commerce Committee" (JECC), a working group of representatives of the international federations CLEPA (suppliers) and FIGIEFA (distributors), has set itself the goal to explore these "EDI-rationalisation potentials" and to elaborate a standard which is tailored to the requirements of all the partners within the independent automotive aftermarket sector, and this by offering a common standard format to ensure that all customers and suppliers speak "the same language".



The JECC working group has developed a standardised data format for the independent aftermarket, the so-called CLEPA/FIGIEFA-EANCOM-subsets, which are certified by EAN INTERNATIONAL. This format corresponds to a subset of the global EDIFACT format and is thus exceptionally well suited for the data interchange within the sector, on national as well as on international level.

Another advantage of this data format: If you are already using an electronic warehousing information system, an EDI converter is simply needed in order to translate the language of your computer application into the CLEPA/FIGIEFA-format. The EDIFACT standard is so common worldwide, that there are numerous software suppliers, which have developed standard tools for this purpose.

The CLEPA/FIGIEFA-EANCOM formats are recommended by the international federations CLEPA and FIGIEFA and by their respective national member associations. Since 1997, major market players of the automotive aftermarket sector have themselves already committed to the CLEPA/FIGIEFA-subsets!

Currently there are six EDI-messages for the following areas of application:

- **Article data/prices (PRICAT),** allows a customer an immediate implementation of any event regarding a product range (price/references);
- **Orders (ORDERS),** allows an automatic introduction of an order in the supplier's computer;
- **Order response (ORDRSP),** allows the customer at a glance to see the global situation of his order (confirmed lines/delivery dates etc.);
- **Dispatch advice (DESADV),** allows the customer to automatically document his inhouse processes (goods deliveries, inventory, accounting departments etc.);
- **Invoice (INVOIC),** allows the customer any immediate approval of value and forwarding for any purpose (financial department, outlet offices etc.);
- **Sales data report (SLSRPT),** allows the supplier to make forecasts or even to be the base of direct order processing system (shared ordering process etc.).

A complete documentation of the individual CLEPA/FIGIEFA-messages can be consulted and downloaded via the internet addresses indicated on the back page of this information leaflet.

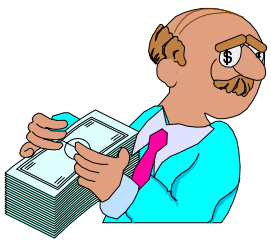
EDI – Benefits for your Company

Apart from the avoidance of errors during the data entry, the use of EDI offers further advantages, in particular through the

- uniform procedures and processes;
- reliability and speed of the exchanged information;
- reduction of errors and delays in delivery;
- increase of the stock turnover and reduction of the stock inventory level.

Further more, opposite to any other Global EDI standard, be aware that this special design allows you an immediate connection of any new partner provided that he fulfils the complete specification.

The current users testify savings in administration costs up to:

	Order reply	70 %	<p>Currently, about 200 companies of our industry already use the CLEPA/FIGIEFA-standard format for the electronic communication between customers and suppliers.</p>
	Purchasing and Logistic	35 %	
	Stock Administration	50 %	<p>In order to facilitate the contact with "EDI-capable" companies, CLEPA and FIGIEFA have created a databank which lists "EDI-capable" companies. This databank can be consulted and downloaded via the internet-addresses indicated on the backpage of this information brochure. .</p>
	Financial administration	15 %	

Therefore we invite you to make also use of this means of rationalisation in your company!

EDI – How can I participate?

The first condition is that you use an electronic warehousing information system. Furthermore, you need an EDI converter that in general is offered by many software suppliers. It is also possible to outsource the interface from external service companies. In some countries, some suppliers offer full "EDI-package-solutions", which include the conversion service.

The more business partners apply the system, the bigger the electronic transaction volume and the bigger the benefit of EDI will be. Please check in the databank – your main business partners are already in !

For more detailed information on the introduction and the use of EDI, please consult the Internet site of www.golda.fr. The information can be downloaded in co-operation with your in-house-specialist or your software service company. Please don't hesitate to contact by e-mail also one of the addresses indicated on the back page of this information leaflet.

Contacts

CLEPA - European Association of Automotive Suppliers

The European Association of Automotive Suppliers – known under its French acronym "CLEPA" - is located in Brussels. It represents and promotes the interests of companies, which supply the vehicle manufacturers and/or the aftermarket.

CLEPA

European Association of Automotive Suppliers
Boulevard Brand Whitlock 87/B1 * B – 1200 Brussels
Tel.: +32.2.743.91.30 * Fax +32.2.732.00.55
e-mail: info@clepa.be - web: www.clepa.be

Contact:

CLEPA representative and chairman of the Joint E-Commerce Committee:
Georges le Bras (Business Development Manager of SKF)
e-mail: georges.le-bras@skf.com

* * *

FIGIEFA - International Federation of Automotive Aftermarket Distributors

FIGIEFA is the international Federation of wholesalers, importers and exporters of automotive replacement parts and equipments. It was founded in 1955 with the aim to safeguard free competition in the aftermarket. Member of FIGIEFA are 30 national trade associations from 23 countries worldwide.

FIGIEFA

International Federation of Automotive Aftermarket Distributors
Boulevard de la Woluwe 46, Boite 12 * B – 1200 Brussels
Tel.: +32.2.778.62.00 * Fax: +32.2.762.12.55
e-mail: figiefa@federauto.be - web: www.figiefa.org

Contact:

FIGIEFA representative within the Joint E-Commerce Committee:
Adrain Roggeveen (Chairman of the Van Heck Group), e-mail: arog@autotaal.nl

* * *

International technical supervisor company:

GOLDA

Groupement pour l'Optimisation des Liaisons dans la Distribution Automobile

79 rue Jean-Jacques Rousseau

F – 92158 Suresnes Cedex

Tel.: +33.1.46.25.02.54 * Fax: +33.1.41.38.27.53

e-mail: golda@golda.fr - web: www.golda.fr

Contact:

Golda representative within the Joint E-Commerce Committee:

Patrick Petit (Director of Golda), e-mail: ppetit@golda.fr