

A top-down view of a cluttered desk. In the center, a laptop is open with hands typing on the keyboard. To the top left, there's a cup of coffee on a saucer. Various papers, sticky notes, and office supplies are scattered around. The background is slightly blurred, emphasizing the workspace.

ONBOARDING EDI VENDORS

A FOUNDATIONAL OMNICHANNEL CAPABILITY



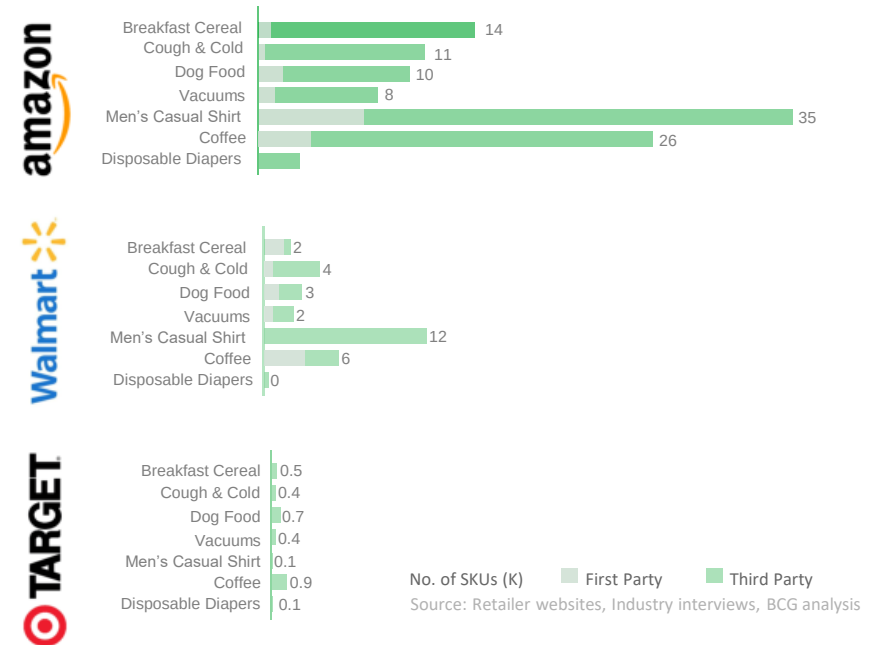
Digital integration of supply chain trading partners has never been more important than now. In the tightly integrated world of omni channel, suppliers, transportation providers, third party logistics partners and other Trading Partners play an increasingly-important role in delivering a perfect, connected consumer experience.

Best-in-class order management process requires data integration with suppliers. Supplier provide critical data that retailers and distributors can leverage for omni channel. This includes rich catalogue data for a superior browsing experience to full shipment visibility after the consumer clicks the “buy” button. Best in class retailers are leveraging the strength of their trading partners to deliver an amazing customer experience.

In competing with pure-play marketplaces, omni retailers are pursuing new assortment and fulfillment strategies such as **Endless Aisle** and **Vendor Drop Ship** programs. These sophisticated business processes allow retailers to offer many more products online than are available in-store. Purchased products can be fulfilled by any channel, including directly from the vendor.

Traditional retailers and distributors are also building multi-seller marketplaces, where suppliers can list products directly, sell and directly fulfill but all within the brand promise of the marketplace.

Vendors and Third Party Sellers are Critical to Amazon’s online assortment



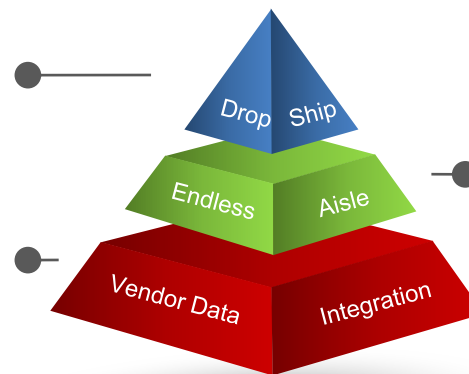
Source: Boston Consulting Group

Vendor Drop Ship

Vendor Dropship programs requires perfect **order management** integration with vendors

Vendor Integration

Vendor data integration provides the **foundation** for higher order omni channel practices for virtual retail



Endless Aisle

Endless Aisle requires speedy and efficient vendor **catalogue** integration and real-time vendor **inventory status**



These types of capabilities require full and speedy EDI integration with vendors for efficient product listing, accurate order management and timely delivery management.

Onboarding is a process that requires hand holding of suppliers and community management best practices.

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A key component in the health of a supplier integration program is the business process of EDI vendor onboarding. Despite investments in technology, this is a process that **requires hand holding of suppliers** and community management best practices. EDI onboarding can be difficult for many retailers and distributors. Many organizations **lack the right, modern technology** for EDI and Onboarding Management. Some organizations tend to **throw too much technology** at the problem create new challenges. The net result is that the supplier base is either un-integrated, relying on emails and phone calls, or is integrated very slowly and in a costly manner that business cannot afford.



SPICE Solutions for Speedy Vendor Integration

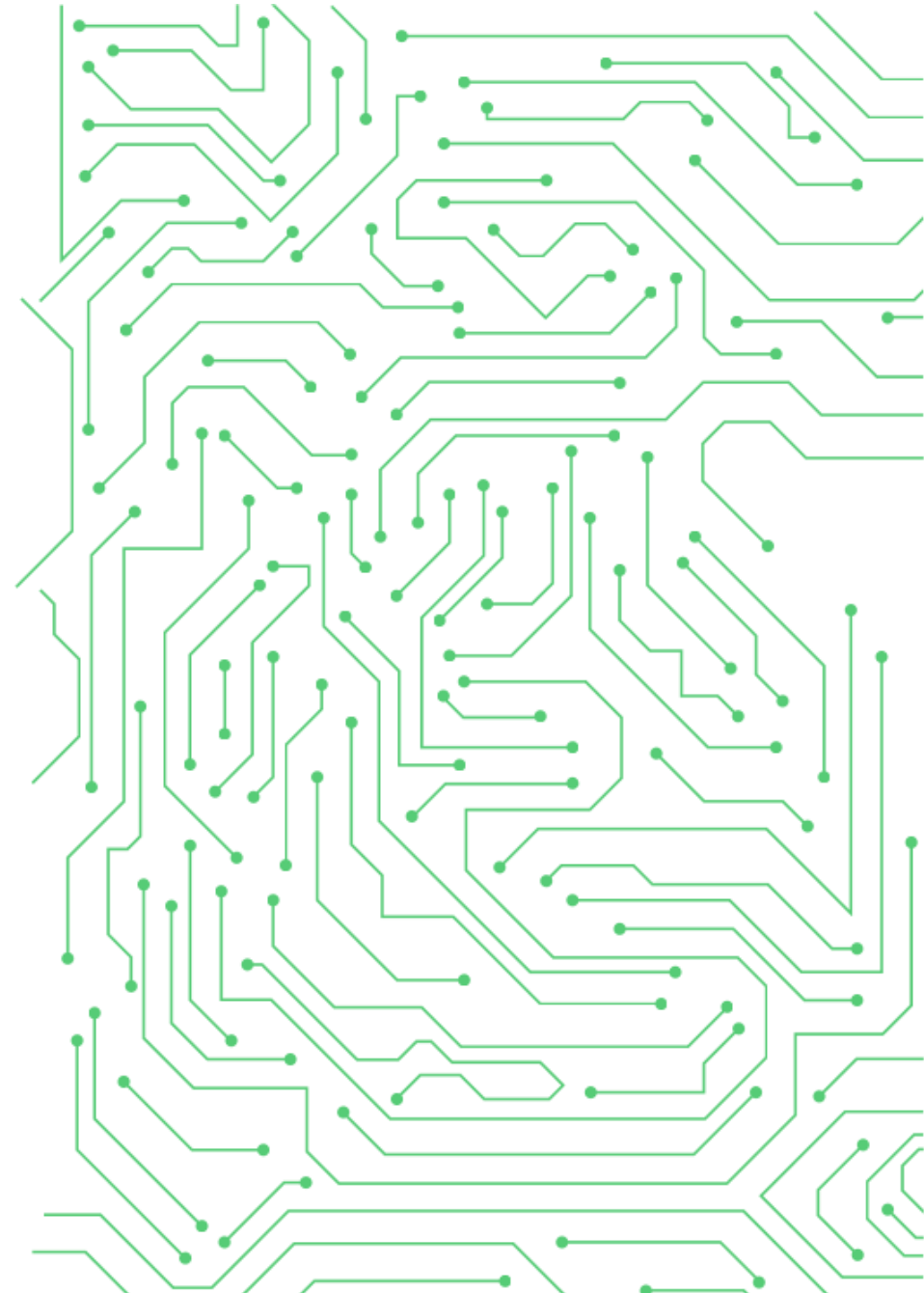
SPICE offers two options for retailers and distributors to quickly onboard vendors for EDI processes.

A. Cloud EDI Technology

SPICE Connect is a cloud based solution that integrates with any ERP/E-Commerce system quickly and inexpensively and can be utilized to integrate supplier data that may come in through multiple channels such as EDI, XML, CSV, AS2, SFTP, REST/JSON/SOAP API and others. A Web based supplier portal makes it easy for communities of small suppliers to also be integrated quickly and inexpensively.

B. Managed Service for Vendor Onboarding

SPICE provides an expert, technology-enabled service for onboarding vendors and helping drive up technical and business compliance of EDI. With its proven vendor onboarding methodology, **Ready-Set-Go®**, SPICE makes it easy for you fully onboard your trading partner, whether connected to your existing, legacy EDI solution or on our SPICE Connect solution. We will integrate to your system, leverage it fully and deliver to you a fully compliant vendor.

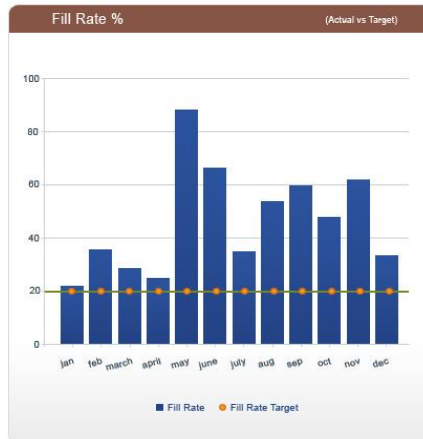


Supplier Management

With our supplier management scorecards, you can manage the compliance health of your supplier network, while empowering internal resources to have more valuable conversations with your supplier community

Supplier Scorecards

	MTD	MTD Variance	YTD	YTD Variance
Days On-Hand	18	-5	22	-5
Defect Rate %	0.80	-3.46	1.18	-0.68
Fill Rate %	93.25	4.25	90.00	-0.55
Invoice Accuracy %	99.50	0.25	97.50	-2.99
OTD	94.50	0.55	96.52	0.34
PPV	-0.27	-0.29	-0.54	-0.53



Amazon enables its suppliers to optimize customers experience by continuously providing data to suppliers

Real time inventory and sales tracking

Vendor toolkit updates inventory status every 10-15 minutes

Sales Projections based on inventory movement

Performance information

High Level view of Financial Indicators
E.g., Sales, gross margin, unit volume, return rates, conversion rates

Marketplace vendors also get information on commissions/fees paid, and transaction/payment history (deposits made into seller account)

Customer satisfaction ratings

Second- Order customer information

Data on cross shopping and browsing behavior prior to purchase

Demographic data

Source: Boston Consulting Group

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