How expand outreach of X12 – Future
25 – 50 – 75 – 100 people
NEECOM outreach
Start to promote the group
NEECOM – Integration
NEECOM – him
X12 – First time out EO/
Convenience – Taken day off
Change jobs
Board point of view - Restart X12 outside of HIPPA since so much focus has been on HIPPA for so long
Need to move forward – Next generation
Standard nomenclature – file in Retail
Market hasn’t grown from 300 Hubs
We now do EDI for 300- 30000
What tools- How do we standardize it?
Everybody can receive this invoice
Moving pieces
EDI technology -deals with data
EDI efficient 2nd layer
Consolidation deconsolidation SEARS
Environment not seen at speed
Technology XML etc – no relationship tool is powerful
Blockchain
Fighting – Backwards- Schools teaching technology
Multifaceted- attack different areas
New transaction GS1 US GS1 Canada
VICS- Retail
UCS – Food/Bev
Information flows- more complex
Bigger fewer requirements/ Bigger time restraints
Shipment- once a night
Shiny penny- Business community concerned about spending money
1 Guy working it Value adds- bring what is it?
Data Business processes/information language
Little guys eating big guys more agile
EDI XML EDI to JSON
Each software – tag lines X12 version
Karen is interested in this
Moving more to real time
855 implemented poorly
What does todays world need?
PO
PO change is a mess
Framework for EDI
Reexamine 2019 vs 1985
Community; Business perspective
Data gets through- Shouldn’t care what system
What you do w/ data distinguishes one company from another company
Sense of community
Elevate that piece of discussion ‘Little Guy’
Little piece address – Put 1st together
Supply chain Finance Insurance Transportation
Solutions for different levels
Walmart- Little guy
Been doing business this way- don’t want to say no
Patterns Flat files API
Benefit vs cost
What is in it for me?
    Pc into main frame
For companies not doing EDI?
What can we do?
    Using tools readily available
Todays users – backfill
Who is tipping point? Legacy be legacy
Retailers – Might not be buy/sell
    Research/internal
    X12 version of API // Market place small stuff won’t make $
API _ X12 has
    Generic profile – hit 90%?
Spin off EDI to JSON – Little guy
Other industries : Automotive should be invited
Lower level problem: Software selling to Hubs – make $
Tools- Integrate into Quickbooks SAGE etc
    Go off and do on own
B2X position think tank to bring groups together for discussion
    Bring work to ASC side
Bring community together
Level of clarity – Give guidance to X12
What are business needs? What is going on- standardizing approach will help
Community – What you do with info makes it unique
X12 to other technologies JSON
    Syntax doesn’t matter
Object- Segments
Industries
    Automotive X12 super spec
    -core returns-
    X12 back of mind of industries when talking EDI or rolling out new programs
Most people don’t want to know meetings/send request
B2X ask X12 want in JSON and not X12
Don’t recreate wheel
Next generation of X12 programs – Andrew introduces
Education – Up marketing
    Not your father’s Buick/ EDI
Agenda – X12 engaged marketing signs perfectly
Spend $ where you need- not reinvent wheel
What do they do to solve problem?
  Google public use download
  Available from X12
30 days free $30 /year
Go to Department head- Every College know who we are
course in college
Shift away from transport – into metadata
Peppol
  EU standardized user European Government to get inquiries
Largest buyer is the government
  UBL XML Languages/Currencies
Gaining traction  VAN/ access point AS2 environment
  SSL not certifications
Norway 85% Most accept- send to any access point
Switching to AS4 in February in place of AS2
Receiver of document must accept invoice
Enveloping around data. PDF XML etc
EU level open PEPPOL – PEPPOL authority- Usually government
USA will not become PEPPOL authority- Could X12?
BPC. PEPPOL like environment – Different than
White listing IP is a problem American Greeting – Carhart
PEPPOL wants to do more than it does now
  Invoice must de correct as sent
VAT- TAX  GDRP unencrypted
  10 pieces of info for every invoice
All electronic
  X12 simple invoice – simple PO simple
  More Hubs to become viable – midpoint
Global- Prompt pay Act -Simple
  X12 North American Standard needs to be used standard – Need a world standard
EDIFACT – Different language
  Being supported- advanced
What do we bite off?
  Multilingual code set
EDI code set
Assigned to Sub committee to make usable -we recommend to make
What are we missing?
Work request to home code list
  French, Spanish, German, brazil, Portuguese
Manarin -Simple Chinese
Code attributes tag a long code
  Formalize requests
B2X outreach- needs requirements into ASC side
More supply chain Automotive etc
  Not mega companies
Small vendor – 3rd party provider
eInvoice
Requirement – No funds – start up
Frustration w third party – attachments
Best practices - document
   Voting - taking to the board
Marketing pieces
   B2X X12
Put out for public comment
B2X - where live
   WordPress twitter LinkedIn Facebook
   Drive all from WordPress site
Revisions on best practices by a date
Outreach education focal point to bring people in
Healthcare biggest supply chain
Having a problem? Solve it Talk about it
Visible – External How do we get X12 at meetings and conferences and who should represent X12 there?
Industries B2X problems
Co-marketing at conferences and tradeshows
   Proud member B2X X12 Ask me about your problems
Goal is to fill every seat at the table at the next X12 Meeting
Caucus – Always open to outside membership
How much is it to participate? No cost to share problems
Get other orgs to participate Auto industry as an example
Website- Monthly publications need produced many lurk but don’t talk
   Boilerplate; Slack Meeting monthly
EDIL info on the group out on the same day of month and be consistent
Religiously get it out monthly
Captured searches
   Awareness/trust
   Generically EDI.2
Badge/Logo - use Twitter Hashtag
Universities - highest
   Supply chain track
Arkansas university - consult dept heads Computer Science dept
Auburn University
   Teach curriculum
University Phoenix – Certificate
Real worlds problem for tomorrow
   What do we need to do to help our businesses survive?
Knowledge for young people
   Introduction to X12 for programs
      Business majors
      Accounting
      Computer Science
      IS Degrees
Highlight dates
   Next face to face
      Formally RSC – Customers – Partners – Participants
Rich offered to help with communication EDIL

Tony offered to help in Retail automotive
Representative – Gathering
Heavy Duty – Aftermarket
Motor Equipment Manufacturing
3 major systems don’t do EDI
Slide at NEECOM of happenings
GS1 US GS1 Canada- what can they do?