

B2X Retail Summit on Site Tuesday Sept. 15, 2019

Westin – Pittsburgh, PA

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
Today's 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 be 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 tradeshow

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?