



Business to Business e-Solutions

Industry Series

B2BE's solutions are designed to maximise efficiency and to help streamline the electrical wholesaler and distributor industries buying and selling environments



Electrical

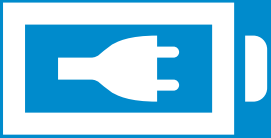
Solutions helping to automate the electrical wholesale and distribution industry

EDI

Document Distribution

Document Receipt

Web Portal



B2BE solutions helping to automate the electrical wholesale and distribution industry

Like many wholesale-based models the electrical industry has complex supply chain needs to meet complex demand requirements generated by their client base.

The electrical market is governed by many standards and changing demand based on many outside influences such as environment, government, consumer taste and technology.

Likewise, several products distributed within the industry are highly volatile due to the materials used such as cable and its primary component, copper. Which means pricing can vary and change rapidly. Many products are also component based or have ancillary products. Lighting for example, lighting can be made up of the unit, transformer and bulbs and can be specified for specific conditions and use.

The electrical wholesale industry around the world are geographically spread to service their clients and to support this model run a range of warehousing structures which add supply chain complexities and nuances.

By moving and automated the electrical wholesale industry's supply chain this helps drive efficiencies, enables wholesalers and their suppliers to be more reactive and support their customer's automation initiatives which all assists in helping to drive down costs. B2BE has been at the forefront of these initiatives in several regions and have deployed a number of solutions to help automate the electrical industry on both sides of the supply chain.

Driving Supplier Efficiencies

B2BE's solutions are designed to maximise efficiency and to help streamline the electrical wholesaler and distributor industries buying and selling environments.

Electrical Solutions

B2BE has a range of solutions that are specifically designed for wholesalers to help streamline their sales and supplier channels and by doing so also help suppliers automate their own environments. These solutions have been deployed across several countries and into many electrical wholesalers and their suppliers. By doing this B2BE has gained a lot of experience within the electrical industry over a number of years.

Some of the following B2BE solutions have been deployed into the electrical industry to help supply chain automation.



EDI



Document Distribution



Document Receipt



Web Portal

Control

- Intelligent rule-based controls to manage routing of documents and information between electrical buyers and supplier
- Online applications and tools that allow buyers and sellers to control access to the B2BE systems
- Tools that allow automated controls at a low level to remove the need for human intervention

EDI

Electronic Data
Interchange

The B2BE EDI network is a secure and reliable communication infrastructure and environment for the transmission for the electrical market's electronic documents and data.



B2BE's range of solutions and experience in the electrical industry means we can help automate your electrical supply chain based on experience

Both electrical buyers and sellers only need to be able to send and receive data in a format that their systems can handle, and they can then connect to all the electrical industry through the B2BE network. The B2BE EDI network handles the translation, mapping, enrichment and validation of the documents and data so the electrical industry can connect once, and easily.

Validation and enrichment are ideal in the electrical wholesale industry, particularly with supplier invoices. The way a wholesaler buys, and the



Audit

- Audit trails across all B2BE transactions solutions to be able to track and trace documents
- Defined status controls for ease of auditability and to enable defined reporting or notifications
- Status's allowing different audit and control levels based on the user permissions
- Online, easy to view, audit trails and access controls for all user and document activity

supplier sells vary quite dramatically, cable is bought in meters but sold in rolls for example. With the enrichment and AI based rules engine data can be converted correctly automatically.

The B2BE EDI network can handle any document type. Whether the documents are for suppliers or in response to a customer's specific requirements. Within the electrical industry B2BE has handled purchase orders, advance shipping notes (ASN), purchase order change (POC), invoices, statements to name but a few.

EDI

Electronic Data
Interchange

The B2BE EDI network is a secure and reliable communication infrastructure and environment for the transmission for the electrical market's electronic documents and data.



Whoever your organisation needs to trade with or if you're looking to create an EDI environment to support the automation of your supply chain B2BE's EDI network provides a highly flexible approach based on market knowledge.

The added advantage of being connected to the B2BE EDI network not only means you can trade with a large electrical community but it also means you have taken the first steps in being able to adopt many of the other solutions B2BE offer in the electrical industry.



How Olex Australia Outsourced their Customer EDI Connectivity



Objective:

After a number of years managing EDI internally Olex had come to the realisation it was costly and not productive and decided to look for a supplier who could take over current connections and handle new connections.



Solutions:

EDI



Business Benefits:

B2BE managed the migration of Olex's current EDI trading partners and have been able to manage the addition of new client connections with Olex being able to reduce effort and resources.

Document Distribution

The electrical industry has a range of electronically capable organisations who are sufficiently sophisticated and can trade documents electronically, EDI



Automate your invoices with your customers, fully integrated EDI solutions through to email and print management solutions

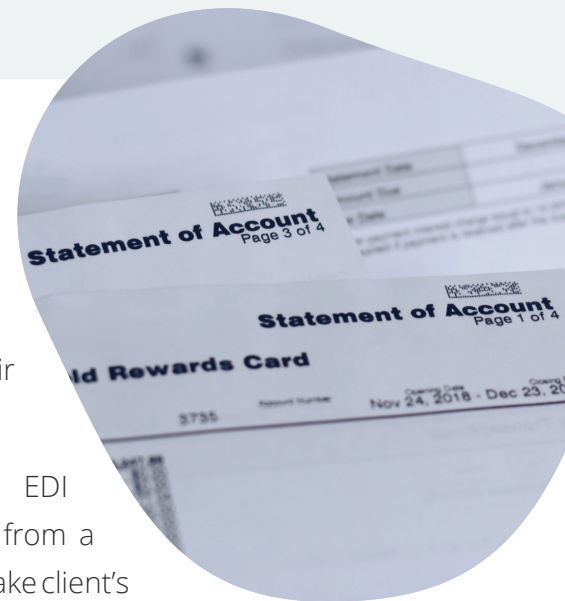
Correspondingly, the industry is also heavily built on small one-man operators who do installation work, manage the books or finances and all the other aspects of running their business from a day-to-day basis.

This means that while electronic EDI uptake offers some advantages, both from a streamlining perspective and helps to make client's more 'sticky', many of the smaller tradespeople are not looking at EDI as a means to streamline their business, they don't have the capacity or technical systems or capabilities.

They're more interested in being able to order and the supplier being responsive and holding the stock they need. This of course doesn't mean they don't need to receive their invoices or statements more efficiently, for example.

Likewise, some suppliers in the electrical wholesaler industry are not running sophisticated systems and may supply very niche products and need to receive sales orders manually.

This is where B2BE's suite of document distribution solutions enable the seller to transmit all their documents electronically and B2BE then manages the distribution based on the recipients desired approach. This may include, EDI of course, email, print and post and even facsimile. (The latter obviously being in decline)



Document Distribution

The electrical industry has a range of electronically capable organisations who are sufficiently sophisticated and can trade documents electronically, EDI



B2BE manages the routing based on data held within the document. Alternatively, the Document Routing module in the Web Portal can be utilised so the document and the distribution method can be setup on a customer by customer or supplier by supplier basis.

This means all documents are electronic to the sender removing complexity and the systems to manage the different approaches and still meets with the trading partners desired document receipt approach. Electronic or otherwise.

Of course, having all the available channels to distribute documents means it is also easier to move one trading partner from a more costly method, such as print and post, to a more efficient and cost-efficient method such as email, or EDI. This helps with long term streamlining, change management and reduces document distribution costs.



How BG Electrical UK Automated Customer Invoices



Objective:

BG needed to become more efficient and responsive to client EDI demands and streamline document management processes.



Solutions:

EDI, Document Distribution (Print and Post, Email and Facsimile), Web Portal



Business Benefits:

Using B2BE's EDI managed services BG were able to respond quickly to customer EDI demands as B2BE managed the on-boarding process and have also been able to fully outsource all client invoices via B2BE document distribution solution.

Document Receipt

Correspondingly using the Document Digitization solution means any paper-based invoices can be converted to electronic files and treated in the same way as EDI invoices.



Many wholesalers deal with thousands of suppliers and therefore need to manage and process thousands and millions of documents per year.

Invoices are a good example. The electrical wholesale industry will receive on average 2.5 invoices for each purchase order they transmit to a supplier. In some cases, more.

This is due to several reasons such as made to order and other scenarios such as weight. Cable reels can be very heavy, and a truck has



Automate 100% of your supplier invoice receipt, fully integrated EDI solutions, document digitization and web EDI

Visibility

- Tools to allow online access of all transactional data so electrical wholesalers, manufacturers and clients have visibility of transactional data on all sides of the supply chain
- Transparent web shop tools to allow ease of collaboration with trading partners
- Web Portal which supports both buy and sell solutions in a single environment

limited weigh capacity so one order may need multiple shipments which in-turn produce multiple invoices.

Again, many suppliers are EDI capable and the 80/20 rule is very pervasive in the electrical industry. That is, 80% of the wholesaler's supplies come from 20% of their supplier base. However, the 20% may make up a very long tail with some suppliers sending one or two invoices per month.

B2BE has been able to very successfully enable EDI solutions to manage supplier trading for many documents, particularly invoices. Correspondingly using the Document Digitization solution means any paper-

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Likewise, wholesalers who wish to trade all documents electronically with suppliers can utilise the Web Trader solution which enables suppliers to flip purchase orders into ASN's and invoices, for example.

This means that the recipient of the defined documents can receive all their documents electronically, manage them through the same processes using the same rules.



How Rexel UK Automated Business Processes



Objective:

The initial remit was to look at the payment processes for suppliers, but the remit soon expanded to encapsulate a full supplier engagement solution to improve processes across the supply chain.



Solutions:

Accounts Payable, EDI, Document Distribution (Email, Fax), Document Receipt (Document Digitization), OCR Sales Order Automation, Requisitions, Web Portal, Web Trader.



Business Benefits:

B2BE has been able to achieve the objectives which has ultimately allowed Rexel to realise productivity and profit gains as well as substantially increase the ease by which suppliers and customers can trade with Rexel.

Web Portal



A hosted and fully configurable environment. User access is managed by a cascading range of security configurations so each profile, branch, accounts payable etc see only what they're granted to see.

B2BE offers a range of accounts payable automation solutions in the electrical wholesale industry from three way matching to invoice receipt

Electrical wholesalers and suppliers use the B2BE Web Portal to access a number of applications and other services provided by B2BE to increase visibility and collaboration with suppliers and customers while reducing support requirements associated with their branch, supplier and customer networks.

The Web Portal is a hosted and fully configurable environment. User access is managed by a cascading range of security configurations so each profile; branch,

accounts payable etc see only what they're granted to see.

Some of the applications available within the Web Portal and used by the electrical industry include:

Web Trader

Accounts Payable

OCR Sales Order Automation

Web Trader is the ideal way to trade with electrical suppliers who cannot support EDI. Documents are sent to the supplier where they can then fulfill the normal logistical elements but can then use the preceding document to flip into a new document while supporting multi shipments and multi invoicing functionality.

The interfaces are fully configurable to allow validation in terms of what the supplier can add or amend. For example, the supplier cannot invoice greater than the order quantity. This is a great way to help automate the suppliers that form the long tail as a means to enabling them to be trading electronically with you.



Web Portal

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Web Trader

Accounts Payable

OCR Sales Order Automation

The Accounts Payable solution has a range of functionality particularly used within the electrical wholesale environment which includes three way matching and expense invoice workflow and approval.

Three-way matching uses the purchase orders sent to suppliers, GRNI (the B2BE Goods Receipt Workflow can also be employed to manage receipting) and invoices to perform the three-way matching process.

Validation processes ensure any invoices sent by the supplier without basic and mandatory information can be rejected automatically. Thereafter, the three-way matching system manages the matching of invoices based on a number of AI based algorithms. The system supports a debit or credit request process so what your organisation pays is fully visible, auditable and more importantly handles all the variables within the electrical industry such as cable meters and rolls, lighting fittings, part deliveries, direct deliveries and so on.

Rexel UK has been using the B2BE accounts payable three-way matching application and they process over 1+ million invoices per annum and now have a 95% first-time line match rate meaning suppliers are paid on time and in full and Rexel UK are managing cash flow better.

Correspondingly, the Expense Invoice Workflow allows invoices to be sent around an electrical wholesaler's branch network for approval and coding which removes paper handling processes and ensures expense invoices are approved and paid correctly. This can be combined with the B2BE requisitions and Goods Receipt Workflow and expense invoices can also be three way matched.

Web Portal

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Web Trader

Accounts Payable

OCR Sales Order Automation

Both sellers and buyers within the electrical wholesale industry still receive a lot of sales orders manually. Manually may mean via email and some via facsimile.

The OCR Sales Order Automation solution has helped a number of electrical wholesalers and suppliers to automate a manual sales order processes by using the B2BE OCR solution to capture the data. The OCR engine also applies AI based learning to help improve accuracy and capture rates.

Data once captured passes through the B2BE EDI network and can have content validated and enriched to ensure seamless integration. For example, a wholesaler's branch number can be converted to an account code that your system recognises.

Data validation can also apply validation rules on the sales order line content and flag errors or discrepancies with item codes or pricing so they can be rectified before the sales orders are integrated into the supplier's system. This is done through the Document Correction workflow. B2BE can even apply API's to validate delivery addresses with Google.

B2BE in Numbers

-  **>17 Languages**
-  **Operating in over 40 Countries**
-  **200+ Million Electronic Transactions per annum**
-  **60,000 Trading Relationships globally**
-  **\$350+ Billion Electronic Trading Value per annum**
-  **150,000+ Trees Paper Reduction per annum**
-  **300+ Tons Carbon Offset per annum**



Business to Business e-Solutions

Operating since 1998 throughout Asia Pacific, Europe and North America B2BE delivers electronic supply chain solutions globally. The B2BE team speak over 17 languages and operate in 40 countries and regions.

B2BE's products and solutions span several business functions targeting finance, procurement and transactional environments all providing process improvement and cost savings.