



# **THE BENEFITS OF INTEGRATED EDI**

## **How to Get and Keep Your Omni Channel Business Healthy**

A Presentation by Virtual Logistics Inc.



**TRANSFORMING DATA,  
CONNECTING BUSINESS**

# OVERVIEW

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  - What Happens When EDI Is Not Integrated?
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# WHAT IS INTEGRATED EDI?

## EDI: Electronic Data Interchange

“EDI is an electronic communication method that provides standards for exchanging business documents via electronic means. By adhering to the same standard, two different companies, even in two different countries, can electronically exchange documents.”<sup>1</sup>

Integrated EDI helps your data flow in an automated way so that you spend less time, money, and resources handling your data.<sup>2</sup>





# SECTION 1: BUSINESS WITHOUT INTEGRATED EDI














# WHY DOES INTEGRATED EDI MATTER?

Integrated EDI has many benefits over manual data entry – manually transferring data between programs or applications.

## Integrated EDI:

- Saves money
- Reduces errors
- Automates and accelerates processes
- Is eco friendly
- Requires less manpower, and
- Decreases time delays
- Speeds up payments

Without Integration		With Integration
	ADMIN COSTS	
	ERRORS	<i>Very Few!</i>
	AUTOMATES & ACCELERATES	
	ECO FRIENDLY	
	MANPOWER	
	TIME DELAYS	



# WHAT HAPPENS WHEN EDI IS NOT INTEGRATED?

Without integrated EDI you are left with “islands of technology”  
*or “isolated portals”*

Islands of technology are any pieces of technology that exist as a separate, isolated entities unto themselves.

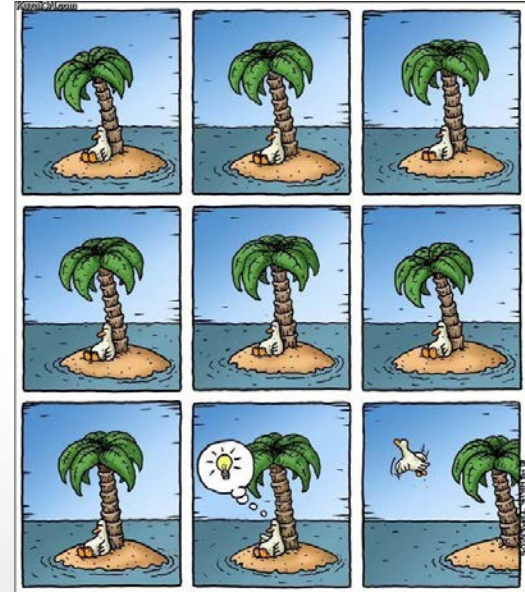
True islands of technology are completely isolated from other technology pieces, necessitating *human integration*, also known as “Copy and Paste”.



# WHAT HAPPENS WITHOUT INTEGRATED EDI?

The lack of a well-integrated technology infrastructure is the chief culprit responsible for many business-to-business projects' failure to deliver the benefits users expected.<sup>4</sup>

50% of businesses with 20-99 employees say their biggest IT challenge is the integration of different applications and systems.<sup>4</sup>



# WHAT HAPPENS WITHOUT INTEGRATED EDI?



Data flow is interrupted without integrated EDI.

**82%** of IT professionals see their business decisions being hurt by data fragmentation.

**93%** of IT professionals are struggling to control critical corporate data.

**93%** of respondents to an Accenture study said data integration is the best way to improve data quality.<sup>4</sup>





# WHAT HAPPENS WITHOUT INTEGRATED EDI?

Non-integrated EDI solutions are costly.<sup>5</sup>

Running a non-integrated EDI system when your retail partner requires a full PO, invoice, ASN cycle will cost you \$53 USD per order, according to a 2010 study by GSI UK and Cranfield School of Management.

If you receive 150 orders per month, non-integrated EDI is costing you a whopping **\$7,950** per month, or **\$95,400** per year.





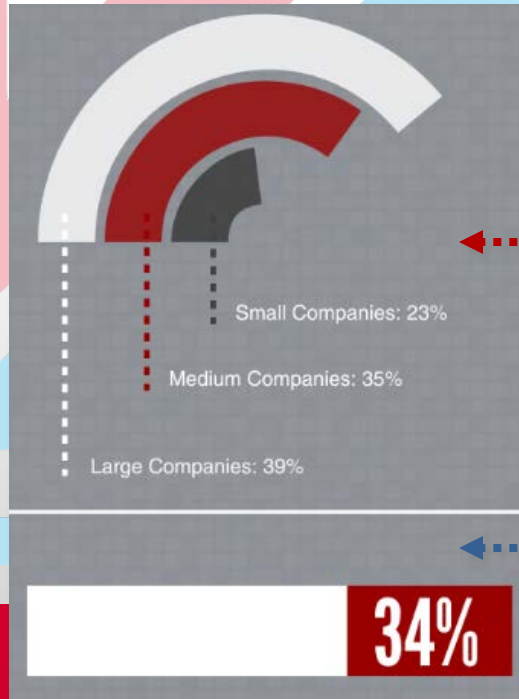
SECTION 2:

# THE BENEFITS OF INTEGRATED EDI



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# STATISTICAL BENEFITS OF INTEGRATED EDI



The percentage of POs set via EDI:

- 39% for a large company
- 35% for a medium company
- 23% for a small company

All statistics are trending upward.<sup>3</sup>

In 2008, only 34% of Purchase Orders (POs) were transmitted electronically in North America.<sup>3</sup>

Adopting Integrated EDI represents a viable competitive advantage.

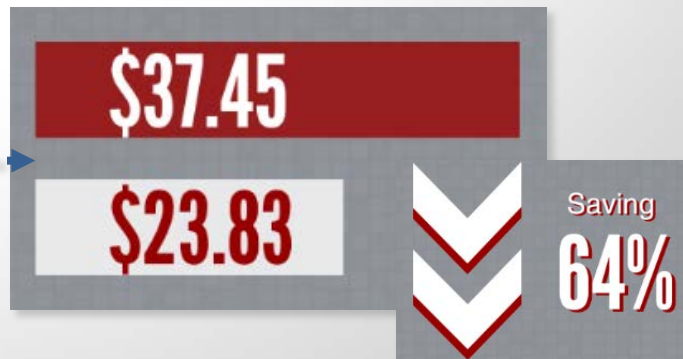


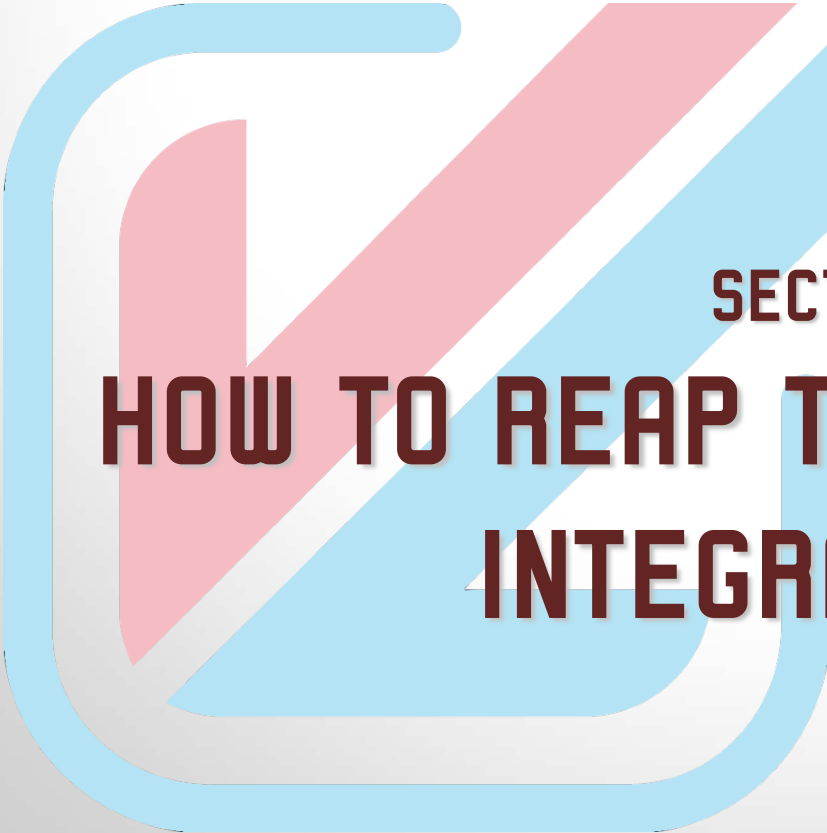
# SAVINGS WITH INTEGRATED EDI

A company can save an average of **10 minutes** per document using integrated EDI rather than manual entry for processing invoices.<sup>3</sup>



The average paper requisition order costs a company \$37.45 in North America; with an EDI requisition to order, costs are reduced to \$23.83.<sup>3</sup>





# **SECTION 3:**

# **HOW TO REAP THE BENEFITS OF**

# **INTEGRATED EDI**



# HOW TO REAP THE BENEFITS OF INTEGRATED EDI

## 1. Invest in Education

Education increases a business' likelihood of being an industry leader by 46%, and makes a business' 17% more likely to become a market share leader and innovator. So do your research!

## 2. Set Goals

More than 80% of small businesses don't keep track of their business goals. Set your EDI integration goals.

## 3. Invest in Your Business

Businesses that invest in themselves see an 82% positive return.<sup>4</sup> Investment in integration produces downstream benefits that are larger than the up front costs.



# HOW TO REAP THE BENEFITS OF INTEGRATED EDI

## 4. Surround Yourself With Trusted Experts

"Whatever you do in life, surround yourself with smart people  
who'll argue with you"

- John Wooden





# Thank you for viewing our presentation

## Sources & Additional Reading

- [1] [http://en.wikipedia.org/wiki/Electronic\\_data\\_interchange](http://en.wikipedia.org/wiki/Electronic_data_interchange)
- [2] <http://virtuallogistics.ca/company-information/>
- [3] <http://blog.virtuallogistics.ca/integrated-edi-the-benefits-infographic>
- [4] <http://blog.virtuallogistics.ca/how-to-keep-your-business-healthy-infographic>
- [5] <http://blog.virtuallogistics.ca/bid/70821/WEB-EDI-You-must-have-money-to-burn-Integrate>
- [6] <https://www.youtube.com/watch?v=f0qxED8nylg>





# Questions? Comments? Want to know more?

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