



## [EDI Glossary](#)

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Welcome to our Web-site. This glossary is intended for general-purpose use and designed to assist you with generic EDI terminology, words and phrases. Just "click" on the word you wish to look up from the glossary's Table of Contents and you will be taken to that word in the glossary. You may also take a short cut to the glossary by clicking on the alphabets below. [-EDI HELP -](#)

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## A

**AAPA - Automotive Parts & Accessories Association**

**Access Control** - The process of limiting access to resources of a system only to authorize users, programs, processes, or other systems. See also physical security.

**ACH** - Automated clearinghouse. See also EFT.

**ANSI** - American National Standards Institute.

**ANSINET** - Provides for the transfer of any EDI document between trading partners.

More than 200 types of documents can flow over ANSINET.

**ANSI Standard** - A document published by ANSI that has been approved through the consensus process of public announcement and review. Each of these standards must have been developed by an ANSI committee and must be revisited by that Committee within 5 years for update.

**ANSI X-12 Standards** - Each 3-digit number is a "Transaction Set". A transaction set is an electronic document. **Examples:**

<b>Purchasing</b>
840 Request for Quote *
843 Quote *
850 Purchase Order *
855 P.O. Acknowledgement *
860 P.O. Change Request *
865 P.O. Change Acknowledge
832 Catalog
845 Price Authorization
851 P.O. Sales/Inv Calculated
855 P.O. Acknowledgement

Quality
842 Nonconformance Report
848 Safety Data #
863 Test Results *

<b>All</b>
824 Application Advice
864 Text Message
868 Electronic Form Structure
997 Functional Acknowledgement

<b>Transportation</b>
856 Packing Slip
857 Ship Notice #
858 Shipment Info
862 Ship Schedules

**ANSI ASC X12** - The Accredited Standards Committee X12 comprises government and industry members from North America who create EDI draft standards for submission to ANSI. ANSI ASC X12 will merge with EDIFACT beginning in 1997. Also known as ANSI X12 or ASC X12.

**Application acknowledgement** - A transaction set whose purpose is to return a response to a transaction set that has been received and processed in an

Application program. The purchase order acknowledgement is an example of an application acknowledgement. It is used to respond to the purchase order, presenting such things as whether the receiver can fulfill the order and if it can be done in time.

**Application advice** - A transaction set that documents errors in the content of any transaction set beyond the normal syntax checks.

**Application link** - A software program, developed from an EDI procedure called "mapping" that extracts out of or enters data into the business management system.

**ASC - Accredited Standards Committee.** See ANSI X12.

**ASCII** - Acronym for the American Standard Code for Information Interchange. Pronounced ask-ee, ASCII is a code for representing English characters as numbers, with each letter assigned a number from 0 to 127. For example, the ASCII code for uppercase A is 65. Most computers use ASCII codes to represent text, which makes it possible to transfer data from one computer to another.

Text files stored in ASCII format are sometimes called ASCII files. Text editors and word processors are usually capable of storing data in ASCII format, although ASCII format is not always the default storage format. Most data files, particularly if they contain numeric data, are not stored in ASCII format. Executable programs are never stored in ASCII format.

The standard ASCII character set uses just 7 bits for each character. There are several larger character sets that use 8 bits, which gives them 128 additional characters. The extra characters are used to represent non-English characters, graphics symbols, and mathematical symbols. Several companies and organizations have proposed extensions for these 128 characters. The DOS operating system uses a superset of ASCII called extended ASCII or high ASCII. A more universal standard is the ISO Latin 1 set of characters, which is used by many operating systems, as well as Web browsers.

**ASC X-12** - The ASC X-12 is a committee comprised of government and industry members who create EDI draft standards for submission to ANSI for subsequent approval and dissemination.

**ASO** - Aviation Supply Office

***Asynchronous Communication*** - An electronic communication method in which data is sent one character at a time and in one direction; most commonly used in a PC environment.

***Authentication*** - A mechanism which allows the receiver of an electronic transmission to verify the sender and the integrity of the content of the transmission through the use of an electronic key or algorithm which is shared by the trading partners. This is sometimes referred to as an electronic signature.

***Audit Trail*** - A chronological record of system activities that is sufficient to enable the reconstruction, reviewing, and examination of the sequence of environments and activities surrounding or leading to an operation, a procedure, or an event in a transaction from its inception to final results.

***AWDA - Automotive Warehouse Distributors Association***

## B

**Baud** - (see *BPS*)

**BBS** - Bulletin Board System

**Bisynchronous Communications** - An electronic communication method in which data is sent in blocks of characters and in both directions at the same time; most commonly used by mainframes, but also used by PCs.

**Bit** - Binary digit; the smallest component of information stored or transmitted a computer.

**BPS** - The rate at which the signal changes when data is transmitted and measured in bits per second.

**Business Management System** - Software programs that are used in a computerized or automated business environment, commonly referred to as applications or software applications.

**Byte** - group of 8 bits making one whole character of information such as a letter (ABC etc.), a number (123 etc.), or a punctuation mark(,:/ etc.). A byte can represent 2 to the power 8, or 256, possible values.

## C

**CAGE** - Contractor and Government Entity

**CALS** - Computer-Aided Acquisition and Logistic Support

**CCITT** - The former United Nations standards organization that recommended worldwide communications standards. Its official name was the Consultative Committee on International Telegraphy and Telephony. See ITU-TSS.

**CFS** - Council of Fleet Specialists

**Character** - Any single letter from A to Z, any single number from 0 to 9, any single punctuation mark or symbol shown on the computer keyboard, plus a further set of 'characters' available to programmers that have not been utilized by the character sets already mentioned. These extra characters are actually the unused values of a byte, which can be any of 256 different values or characters.

**Ciphertext** - Encrypted output of a cryptograph algorithm. Input to the decryption process.

**Clear Text** - Data in its original form. Input to the encryption process and output of the decryption process.

**Communications Envelope** - An enveloping function of EDI management software that identifies communication protocols, line speeds, etc., for an interchange envelope.

**Communications software** - A software program that controls computer hardware and MODEMS and arranges for the transmission or reception of electronic data.

**Compliance checking** - A checking process that is used to ensure that a transaction complies with ANSI X12 or EDIFACT syntax rules.

**Critical Mass marketing** - An EDI post-implementation program that searches for additional EDI Trading Partners in an effort to attain "critical mass," or that 20% of trading partners that typically comprises 80% of a company's business volume.

## D

**Data element** - The basic unit of information in the EDI standards containing a set of values that represents a singular fact. It may be a single-character code, a literal description, or a numeric value. Examples of a data element are: price, product code and product attribute such as size or color.

**Data element separator** - A unique character preceding each data element that is used to delimit data elements within a data segment.

**Data element type** - A data element may be one of six types: numeric, decimal, identifier, string, data or time.

**Data Interchange Standards Association** - The Secretariat and administrative arm of ANSI X12.

**Data segment** - A well-defined string of alternating data elements and data element separators. The electronic equivalent of a line item on a business form.

**DCMA** - Defense Contract Management Agency.

**Decryption** - A process of transforming ciphertext into clear text for security or privacy reasons.

**Delimiters** - These consist of two levels of separators and a terminator. The delimiters are an integral part of the transferred data stream. Delimiters are specified in the interchange header and may not be used in a data element value elsewhere in the interchange. From highest to lowest level, the separators and terminator are segment terminator, data element separator, and subelement separator.

**DFARS** - Defense Federal Acquisition Regulation Supplement

**Dial-Out** - refers to the communication ability of some Value-Added Networks to dial out to other EDI sites for data retrieval and delivery.

**DIRECT CONNECT - MISG EDI service** which provides customers with free access to their suppliers' internal computer systems for special ordering, order status reporting, inventory inquiry, emergency orders, and other potential applications.

***Direct transmission*** - The exchange of data from the computer of the sending party directly to the computer of the receiving party. A third party value added service is not used in a direct transmission code.

***DISA*** - Data Interchange Standards Association - The Secretariat and administrative arm of ANSI X12.

***DLA*** - Defense Logistics Agency

## E

**EASE** - Electronic Assisted Solicitation Exchange

**EBCDIC** - Abbreviation of Extended Binary-Coded Decimal Interchange Code. Pronounced eb-see-dik, EBCDIC is an IBM code for representing characters as numbers. Although it is widely used on large IBM computers, most other computers, including PCs and Macintoshes, use ASCII codes.

**EC - Electronic Commerce.** Transacting business via electronic means. This includes all forms of electronic media such as FAX, E-mail and EDI. Electronic Commerce is NOT restricted to EDI only.

**EDI - Electronic Data Interchange.** The computer-to-computer exchange of routine business transactions such as requests for bids, bid awards and invoice payments. The EDI format uses business data, which is represented using national or international standards (See also ANSI X12 and EDIFACT).

**EDIA - Electronic Data Interchange Association.** A nonprofit, public interest organization designed to develop, foster and maintain a program of action to achieve coordination of data and information systems by the standardization of descriptions and codes for intercompany computer-to-computer EDI for business transactions.

**EDIFACT** - Electronic Document Interchange For Administration, Commerce and Transportation. "UN" was added to EDIFACT to indicate messages are approved as United Nations international standards for EDI. Thirty-seven countries are currently implementing UN/EDIFACT. ANSI X12 will merge with EDIFACT beginning in 1997. Also known as ISO 9735.

**EDI translation** - The conversion of application data to and from an EDI standard format.

**EDI translator** - The computer software used to perform the conversion of application data to and from an EDI standard format.

**EFT** - Electronic Funds Transfer. See also ACH.

**E-mail - Electronic mail.** Text messages sent from one person to another person, on the same or different computer systems. Systems at the same building or site may be connected

together with a LAN, while systems at different sites are generally connected by a WAN and Internet.

***Electronic envelope*** - Catchall term for the electronic address, communications transport protocols, and control information. It is the electronic analogy of a paper envelope, i.e. a communications package.

***Electronic mailbox*** - The place where EDI transmission is stored for pickup or delivery within third party service provider's system (VAN). Trading partners can also maintain mailboxes within their own domain.

***Electronic Signature*** - A code or symbol that is the electronic equivalent of a written signature.

***Encryption*** - A process of transforming clear text into ciphertext for security or privacy reasons.

***Enveloping*** - A function of EDI management software which groups all documents of the same type (transaction set) and destination into an electronic message/envelope.

## F

***Facsimile Transmission*** - A process involving the transmission and reproduction of photographs, maps, drawings and other graphic matter. Its basic principles were outlined by Alexander Bain, a Scottish clockmaker and inventor, in a British patent in 1843. See also modern-day FAX.

### ***FAR - Federal Acquisition Regulation***

***Flatfile*** - A computer file used for transferring information from one computer program to another. Flat files are in a "fixed-length" format rather than a variable length format such as ANSI X12 data.

***FAX*** - A scanner/printer combination that transmits text and graphics over telephone lines. Since the 1980s, fax machines have undergone rapid development and refinement and are now indispensable communication aids for news services, businesses, government agencies, and individuals. It uses CCITT Group 3 data compression techniques. Small paper documents can be transmitted over long distances very quickly, but the information is not represented as structured data elements as in EDI.

***Functional acknowledgement*** - A message or transaction set transmitted by the receiver of an EDI transaction to the sender, indicating receipt and syntactical acceptability of data transmitted according to an EDI standard. The functional acknowledgement allows the receiving party to report back to the sending party problems encountered by the syntax analyzer as the data are interpreted. It is not intended to serve as an acknowledgement of data content (997 or 999).

***Functional group*** - A group of one or more messages or transaction sets bounded by a functional group header segment and a functional group trailer segment. It is a collection of electronic document information for the same business application.

**G**

***GENCOD*** - French retail industry standard.

***GEIS*** - General Electric Information Services.

***GMT*** - Greenwich Mean Time (also UTC,UCT/Universal/Zulu).

***GUI*** - Graphical User Interface (screen output with mouse pointing and clicking and buttons).

## H

***HH*** - Hours representation with leading zero ( as 12 hour clock).

***HTML*** - HyperText Markup Language, an SGML document type definition used as an authoring language for the World Wide Web.

**I**

**Industry convention** - A subset of EDI standards used by a specific industry.

**Industry guideline** - How the EDI environment uses conventions within an industry. It provides assistance on how to implement X-12 EDI standards.

**Interchange Control** - A function of EDI management software that groups multiple electronic envelopes.

**Internet** - A worldwide network of networks with 20-25 million users, and growing at the rate of 50% per year. Most value-added networks are connected to the Internet. See also worldwide Web.

**ISO** - International Organization for Standardization.

**ITU-TSS** - The United Nations standards organization that recommends worldwide communications standards. Its official name is the International telecommunications Union - Telecommunications Standardization Sector. Formerly known as CCITT.

**J**

***JIT*** - Just in time (inventory).

**K**

**L**

**LAN - Local Area Network.** LANs are usually restricted to a building. See also Router and WAN.

**Line Speed** - A measurement in bits per second (bps), or baud, and relates to the speed that a MODEM can pass/transfer data between computers.

## M

**Mailbag** - One or more EDI interchanges (messages) bundled together.

**Mailbox** - A place (account) on an EDI business management system which stores user EDI data.

**Mailboxing** - The process of separating interchanges from mailbags so that EDI data is routed to various user accounts.

**Mailboxer** - An EDI business management program which separates EDI interchanges for processing to various user accounts.

**Mapping** - The process of identifying the relationship of the EDI standard data elements to application software data elements.

**Message** - (USA) The entire data stream including the outer envelope. (International) The equivalent of transaction set in the USA.

**MEMA - Motor & Equipment Manufacturers Association**

**MISC - MEMA Information Services Council**

**MIME** - Multi-purpose Internet Mail Extensions.

**MISG - Management Information Systems Group, Inc.**

The Management Information Systems Group (MISG) has nearly 20 years of experience in providing industry-wide EDI and electronic commerce solutions. Distribution and telecommunications professionals who actively participate in the development of EDI trading relationships complement network services.

The MISG/TRANSNET® and ANSINET® Systems support over 20,000 trading relationships. Features of the TRANSNET and ANSINET Systems include basic mailbox services, optional value-added processing, compatibility with virtually any computer system, 24-hour accessibility, speed and protocol conversion, local and 800-number access throughout the U.S. and internationally, dial-out capabilities, value-package pricing, and interconnects with other EDI networks.

MISG/TRANSNET® - Is one of the world's largest electronic ordering networks. TRANSNET works like a mailbox service for orders. Customers can transmit purchase orders, at no charge, to TRANSNET, where they are sorted and placed into their supplier's mailboxes.

ANSINET® - Provides for the transfer of any EDI document between trading partners. More than 200 types of documents can flow over ANSINET.

DIRECT CONNECT® - Provides customers with free access to their suppliers' internal computer systems for special ordering, order status reporting, inventory inquiry, emergency orders, and other potential applications.

MISG's Internet services include Aftermarket On-Liner website hosting facilities, application development, Internet access, custom software and electronic mail.

MISG also provides fax-on-demand and fax broadcast services, training, user group meetings, consulting services, enhanced client support services, specialized trading partner programs, and electronic commerce and application software for micro, mini, midrange and mainframe computers.

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**MODEM** - A hardware device that converts digital (computer) data into audio (analog) tones for transmission over a telephone network. **MOD**ulator/**DEM**odulator.

**N**

***NTE*** - Note segment - EDI message.

**O**

***ODETTE*** - European automotive industry standard.

***OEM*** - Original Equipment Manufacturer.

## P

**PAEB** - The Pan American EDIFACT Board is separate from ANSI X12, and it serves as the coordinating body on EDI for national standards organizations of North, Central and South Americas.

**Proprietary format** - A data format specific to a company, industry or other limited group. Proprietary formats do not comply with EDI standards.

**Protocol** - A set of rules governing information flow in an electronic communication system.

Q

**R**

**Release** - A title given to annual updates of the ANSI X12 standards by the Data Interchange Standards Association (DISA).

**RFB** - Request for bid.

**RFP** - Request for proposal.

**RFQ** - Request for quote.

**Router** - The bridge between two or more LANs or a LAN and a WAN.

## S

**SAACONS** - Standard Army Automated Contracting System

**SAMMS** - Standard Automated Material Management System

**Security** - A process of system screening that denies access to unauthorized users and protects data from unauthorized uses on VANs and the Internet. See also encryption. In many cases security also refers to physical security such as keyboard locks or the placing of computers in secure areas behind locked doors. Though not discussed in this document refer further to: WWW Proxies, Firewalls, CGI Scripting, PEM, PGP, PKI, RSA, SET, S/MIME, S-HTTP, and SSL.

**SGML** - Standard Generalized Markup Language, ISO standard 8879 for the representation of data structures and relationships. Often associated with text and publishing. See also HTML.

**SMTP** - Simple Mail Transfer Protocol.

**SPEC 2000** - Airline industry standard for spare parts.

**SPEDE** - SAACONS Procurement by Electronic Data Interchange

**Syntax** - The grammar or rules which define the structure of EDI standards.

**T**

**TDCC** - Transportation Data Coordinating Committee.

**TPA** - Trading Partner Agreement. A contractual agreement between two entities that resolves issues pertaining to the use of EDI.

**TRADACOMS** - United Kingdom retail industry standard.

**TRADING PARTNER** - The sending and/or receiving party involved in the exchange of EDI transmissions.

**Transaction set** - (USA) The transaction set unambiguously defines, in the standard syntax, information of business or strategic significance. It consists of a transaction set header segment, one or more data segments in a specified order, and a transaction set trailer segment. (International) Known as a message in EDIFACT. It is the electronic equivalent of a business document or business form.

**TRANSLATION SET ID** - The code that uniquely identifies the transaction set. This identifier is the first data element of the transaction set header segment.

**TRANSLATION** - The accepting of documents in other than standard format and translating them to the standard (for example proprietary flat file to ANSI X12).

**TRANSLATOR** - A program which provides translation of documents from one format to another. You may here of terms such as Mappers and Overlays describe translator actions.

**TRANSNET** - Is one of the world's largest electronic ordering networks. MISG TRANSNET works like a mailbox service for orders. Customers can transmit purchase orders, at no charge, to TRANSNET, where they are sorted and placed into their suppliers mailboxes

**TQM** - Total Quality Control, Top down quality assurance measures applied to business processes to increase effectiveness, efficiencies, and return on investments. Though not covered in this document also refer to ISO 9000, Quality Assurance, Quality Control, Change Management, etc.

**U**

***UADPS*** - Uniform Automated Data Processing System

***U.C.C.*** - UNIFORM CODE COUNCIL - Administrators for the UPC System.

***UCS*** - Uniform Communications Standard for the grocery industry.

***UN/EDIFACT*** - See EDIFACT.

***UPC*** - Universal Product Code. Relating to Bar Coding. Refer also to the U.C.C standards council.

**V**

**VAN** - A value added network or a third-party service organization. A VAN takes data and enhances it with information of interest to the receiver, thus "adding value" to the data.

**VDA** - German automotive industry standard.

**Version** - A title given to the updates, every three years, to the ANSI X12 standards as officially approved by the American National Standards Institute (ANSI). See also Release.

**VICS - Voluntary Inter-Industry** Communication Standard for the retail industry.

**VMI** - Vendor Managed Inventory. An efficient way of managing EDI transactions so that tracking, forecasting, inventory and purchase flow controls can be administered to an EDI/EC system or environment

## W

**WAN** - Wide Area Network. A WAN is usually used to connect LANs through Routers.

**WINS** - Warehouse Information Network Standard.

**WorldWide Web (WWW)** - A graphical user interface layer that sits on top of Internet . See also HTML.

## X

**X12** - See ANSI ASC X12.

**X.25** - A synchronous communications protocol defined by the ITU-TSS to establish a virtual connection between two parties (as though it were a dedicated line). This protocol is often referred to as packet switching, after its method of encapsulating portions of the message in small packets for transmission. The protocol was originally defined for data transmission, but is now widely employed for voice, video, facsimile and other applications.

**X.75** - A communications protocol defined by the ITU-TSS for interconnecting two X.25 networks.

**X.400** - A communications standard defined by the ITU-TSS for a store -and- forward messaging system.

**X.435** - The new P35 (formerly referred to as PEDI) User Agent uses traditional X.400 envelopes that have additional header and service elements for addressing the needs of EDI exchanges.

**Y**

**Year2000** - A series of activities set underway by corporations and governments alike to accommodate the Change of Century in most business management systems in existence today. Plans call for full Year2000 compliance by the Year 2000. This is a global issue and if not implemented could cost billions of dollars in lost revenues and business.

**Z**

**ZULU** - Zulu time refers to GMT. Refer to GMT.



## HELP WITH EDI/EC

**BACKGROUND:** Electronic Data Interchange (EDI) performs the complete business cycle electronically, and is legally binding. It involves a buyer and a distributor agreeing to use electronic transmissions instead of the paper equivalent. EDI can list bidding opportunities, send/receive solicitation packages, notify interested bidders of an award/nonaward, place purchase orders, send invoices to a purchasing office, and even send a payment to the bank through Electronic Funds Transfer (EFT).

Electronic Commerce includes transmissions such as EDI but also includes e-mail, Fax, and other electronic commerce activities.

**Why Do I Need EDI?** EDI improves efficiencies by eliminating paper, decreasing errors, increasing inventory turns, and increasing bidding opportunities. In addition, businesses and governments are moving toward this type of transaction processing. You will have to join a team and the move, or be left behind!

For example: (1) adopting Electronic Commerce (EC) allows one to: cut off up to eight days of float on accounts receivable; (2) shorten the contracting process; manage cash better; automate records; (3) lower data entry costs; (4) reduce inventory; (5) decrease administrative costs; (6) improve market share & productivity; (7) reduce order time and payment receipt.

**CURRENTLY:** Some contracts require complete EDI between the parties from start to finish, others require partial EDI (i.e. pulling the solicitation or receiving orders), and of course still many contracts require no EDI. But remember the federal goal is to have nearly all commodity and service contracting actions handled through EDI. VANs: A "VAN" is a "Value Added Network" intermediate commercial company who receives, adds value to, and forwards electronic data. To access all government information available on EDI, multiple VANs and software packages are necessary. Prices charged by VANs vary on services provided... so shop around to find the right provider for your company.

**\* NOTE \*** The number of EDI-capable companies is growing fast! By converting to EDI now, you'll first gain a competitive advantage over businesses without EDI, and later be fully competitive in EDI.

**What Must I Do To Become Active in EDI?** Because of the effectiveness of the open market, there are many options available to businesses today. Corporations have wisely turned to implementing EDI systems to keep pace with competitive growth, the speed of technological demands on their businesses, and return on investments as well. Here are some simple facts about you and EDI.

**EDI Implies Some Kind of Electronic-Computerized Capability** - EDI, by definition, requires electronic capability on the part of your business. This means you need a computer, a modem, and a phone line in order to participate in "true" EDI.

**Computers Need Software To "Direct" Their Work** - To communicate with your business partners, you need some kind of software that will electronically allow you to receive notice of their needs, and to send your reply back. Because of a need for a standardized Business Format (ANSI X-12) you will need the services of a **Value-Added-Network Provider (VAN)**. Be aware that proprietary formats are also used to transact business as well.

EDI transactions have been standardized using the ANSI (American National Standards Institute) X-12 format, which allows computers to communicate with each other in a common language. Instead of investing in programming costs and special software, you will undoubtedly want to sign up with a VAN and let the VAN handle the details of the ANSI X-12 sets. This way, you view only the data you need to see, and then return your requests with user-friendly software.

**What Do I Need for Computer Hardware?** Basic computer and modem. You can buy a computer for \$500 (old) and a modem for \$50. This is older technology, but adequate equipment for the job to be done. A more modern computer can be bought for \$1,000, and the latest modem is yours for about \$200.

**What About That Software Package?** Software can vary in price and in capability. Here is where competition is working to your best (or your worst) interest. If you properly evaluate your present and future needs, you will buy a package that will supply those needs. If you fail in your evaluation efforts, the worst you can do is buy a package that has to be replaced later by a second one that suits your needs better. Here it may be wise to invest in hiring the help of an EDI consultant.

**What Do You Recommend?** Obtain a list of Certified Value Added Network Providers. This list can be obtained by contacting the government. In it there are presented all of the known VANs for the various services. You might want to contact some of these VANs for comparison.

**How Much Does That Cost? What Costs Are Typical For A VAN Service?** The costs relating to a VAN service vary greatly, depending upon the following:

level of service	detailed Keyword search capability	price of operational software/hardware
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**Prices may vary for the programs and translators and monthly charges depending upon the level of activity:**

Initial purchase fee	\$100 to \$2400
Monthly maintenance mailbox fee	\$20 and up
Transaction charges(each received notice)	\$.20 to \$1
Communication line charge	about \$.20 per minute

<b>What Does Software Do For Me?</b>	✓ Provides electronic forms that replicate paper forms
	✓ Sends, receives, translates, and stores vital information
	✓ Maps data into and out of the ANSI X-12 format
	✓ Provides communications link with trading partners
<b>What you should expect to see in your software:</b>	✓ Built-in communications software
	✓ Ability to interface with other VANS
	✓ Password security
	✓ Document turnaround
	✓ Functional acknowledgement capability
	✓ Support all ANSI X-12 versions
	✓ Automated purging
	✓ Good record of customer support
	✓ Expandability
	✓ Transaction set reporting
	✓ Precision profile searches
<b>What Are The \$\$\$Benefits To Me For Using EDI?</b>	<input type="checkbox"/> Increased business opportunities
	<input type="checkbox"/> More accurate records
	<input type="checkbox"/> Lower data entry costs
	<input type="checkbox"/> Reduced inventory
	<input type="checkbox"/> Greatly reduced mail costs
	<input type="checkbox"/> Quicker turnaround on inventory
	<input type="checkbox"/> Better customer satisfaction
	<input type="checkbox"/> Save money on every product