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About eStrategies

The Company

eStrategies is a fully Australian owned consultancy firm providing digital business solutions. From advising on strategic direction to implementing technical infrastructure, eStrategies offers innovative designs geared to enhance organisational competitiveness and improve information flow in the enterprise.

To deliver these solutions, we believe in enhancing your competitive advantage through the application of fundamental business principles:

- Increasing process efficiency;
- Deepening customer relationships; and
- Creating new markets through virtualisation.

The Vision

Our vision is to become the leading provider of electronic business and mobile business solutions in Australasia. To achieve this goal, we believe that our company must foster an environment of continual innovation and commitment to quality of practice.



Why edi?

What is EDI?

EDI technology enables the exchange of information and electronic documents (an invoice for example) between business partners. Allowing organisations to communicate both internally and between partners in a more efficient and standardised manner.

During the 1980s EDI quickly became recognised as an effective vehicle for reducing costs incurred in processing, handling and storage of product and thus improving the overall profitability of the business.

What are the benefits of using EDI?

The general benefits of using EDI are derived from the use of computer processing and information networks to streamline and enhance business activities conducted with external parties. EDI can:

- Eliminate the cost of paper, voice or mail handling;
- Provide competitive advantage;
- Expedite the speed of communication;
- Expedite the accuracy of communication;
- increase customer service;
- Reduce routine tasks that can often cause errors;
- Reduce stockholdings;
- Improve overall management of information; and
- Provide access to additional applications and services.



EDI projects

Before the project starts

Before an EDI project begins in earnest a number of issues need to be addressed:

- Does the business fully support the project;
- Have all business processes been reviewed; and
- Is there buy in by a majority of suppliers and customers.

Evaluation

The following questions need to be answered before specification can start:

- Who are the trading partners;
- What are the capabilities of the trading partners; and
- What are the capabilities of the business.

Specification and Creation

The specification and creation phases of our methodology covers the designing and building the solution. Issues include:

- Third party software and modifications if any;
- Back end integration; and
- Trading partner integration.

Implementation

An implementation plan that is visible to the business and trading partners is created incorporating:

- Testing;
- Implementation strategy;
- Back-up of trading systems; and
- User acceptance.

eStrategies - your competitive advantage



EDI case studies

General Electric

General Electric in the United States uses EDI with its trading partner network to reduce inventories levels - safety stock has been reduced from 35 to 10 days. This has occurred because GE can purchase material and then delivered more often and more efficiently using EDI. The average cost of purchase orders has fallen from US\$52 to US\$12.

Astra Pharmaceuticals

Astra Pharmaceuticals in Australia receives orders from customers using EDI technology. Since the types of orders are complex (often 90 lines in length), the chance of error and incorrect ordering are high in a manual system. With EDI and the use of standard electronic documents, order errors are dramatically reduced - order fulfilment once took 24 hours - it now takes 20 minutes.

Tallent Engineering

Tallent are in the business of manufacturing chassis structural products. Goods are produced and delivered Just-in-Time (JIT) to all customer plants. Supplying to a number of pan-European OEMs (original equipment manufacturers) means that Tallent are dealing with vast volumes of information on a daily basis, covering everything from schedules to daily JIT requirements. In their view, EDI is key to the effective management of all of this information. In addition EDI is now a prerequisite for 1st tier suppliers dealing with automotive OEMs.



eStrategies & edi

Our depth of experience

The team at eStrategies have been involved in EDI from its early beginnings in Australia in 1990. We have seen the great benefits of EDI as well as the successful strategies to implement EDI in all of its flavours.

eStrategies has experience in the full EDI implementation life cycle from business analysis through to back end integration, implementation, support and maintenance.

Our partners

Quality third party products and services are vital to a successful implementation. Products need to be robust, well supported and provide the correct functionality.

eStrategies has sourced these products and maintain a high knowledge of their workings and a strong relationship with their makers.

Our track record

eStrategies have been involved in various EDI solutions for a number of clients including BHP, one of the largest electronic document gateways in Australia.

Other clients include Franklins, Rothmans and NEIS.

eStrategies - your competitive advantage