

The Status of EDI

A Presentation

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The Status of EDI

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the 1990s, the number of people in the UK who are aged 65 and over has increased by 1.5 million, and the number of people aged 75 and over has increased by 1.1 million (Office of National Statistics 2000). The number of people aged 65 and over is projected to increase to 6.5 million by 2020, and the number of people aged 75 and over to 4.5 million (Office of National Statistics 2000).

There is a growing awareness of the need to develop strategies to meet the needs of the ageing population. The Department of Health (1999) has published a strategy for ageing, which sets out the government's commitment to improve the lives of older people. The strategy is based on three main principles: (1) to ensure that older people are able to live independently and actively; (2) to ensure that older people are able to access the services and support they need; and (3) to ensure that older people are able to participate in the decisions that affect their lives. The strategy is being implemented through a range of measures, including the development of new services and support, the improvement of existing services and support, and the promotion of active ageing.

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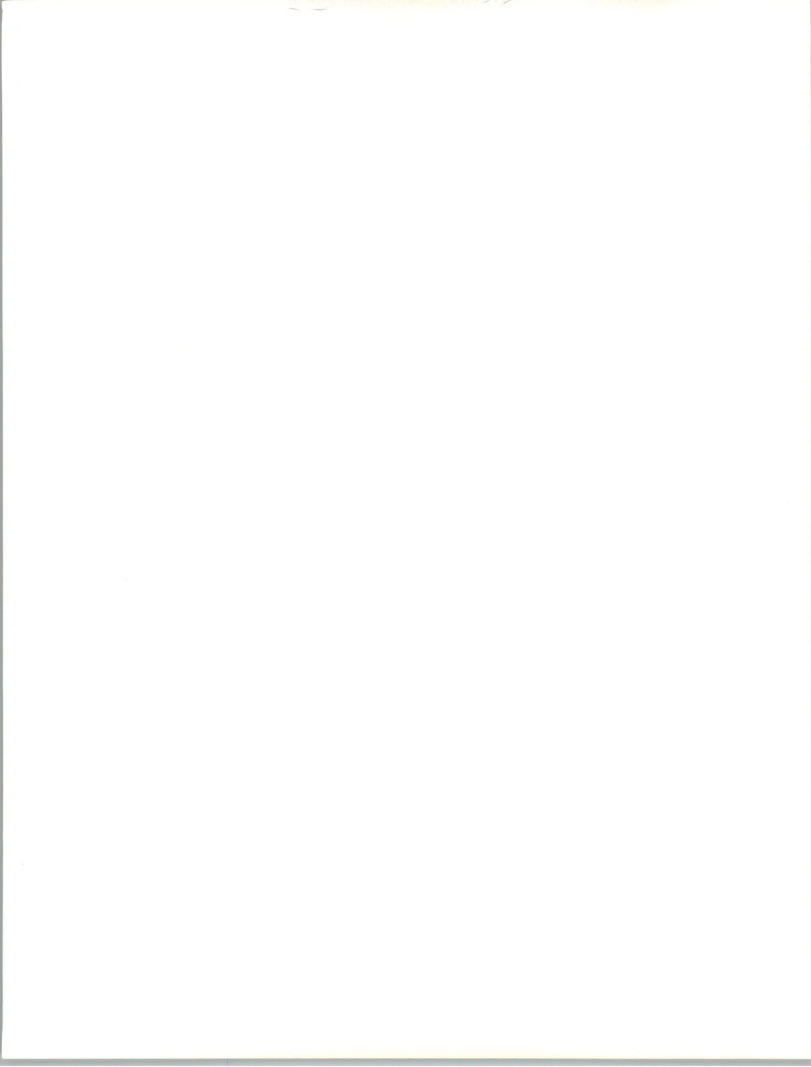
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The Status of Electronic Data Interchange

Torrey Byles
EDI/Electronic Commerce
Program Manager



Definition of EDI

- EDI is the application-to-application exchange of intercompany business data in structured, standard data formats

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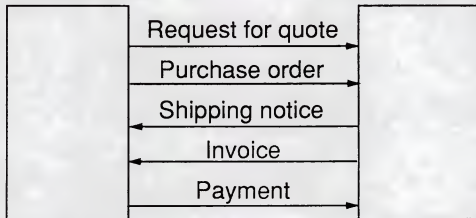
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Notes

EDI Messages

Buying Co.

Selling Co.



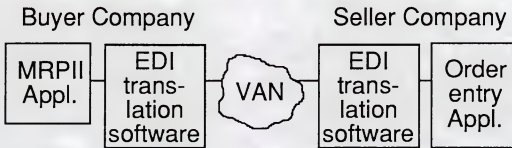
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Components of EDI



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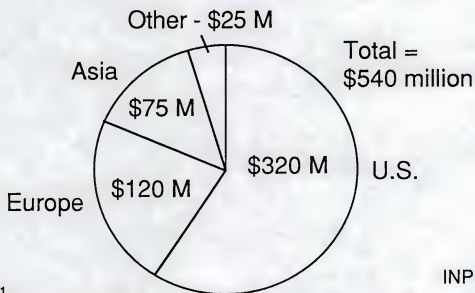
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Worldwide EDI Market, 1992



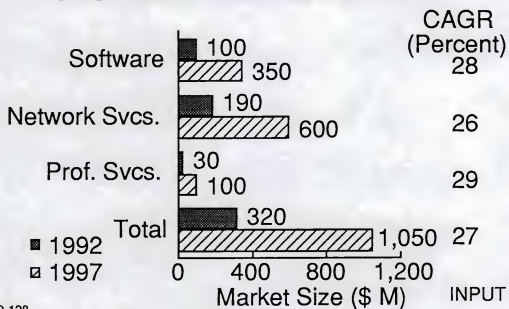
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U.S. EDI Market Growth

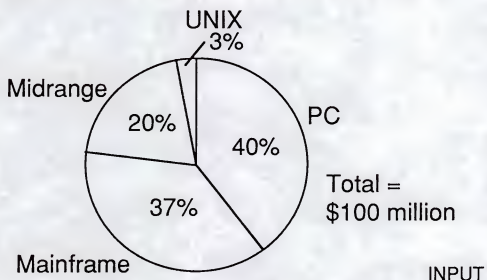


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1992 EDI Software Market

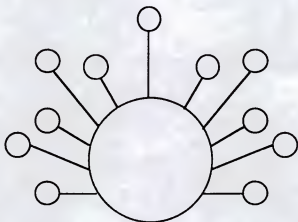


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EDI Usage Grows in a Hub and Spoke Pattern



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Mainstream EDI Markets

- Manufacturing
- Transportation
- Distribution

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Specialized EDI Markets

- Health care
- Finance
- Government

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Emerging EDI Markets

- Travel and tourism
- Communications/media
- Education
- Construction

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Most Common EDI Implementation Objectives

- Improve operational efficiency
- Reduce costs
- Attain or maintain competitive advantage
- Improve customer relationships
- EDI-related partnering improvements and customer requirements

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Most Common EDI Applications

Application	Rank
Order entry	1
Accounts receivable	2
Purchasing	3
Accounts payable	4
Inventory	5

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EDI Implementation Success Factors

- Executive charter
- Formal strategy
- Multidepartment task force
- EDI coordinator
- Close interaction with vendors

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Case Study

- Allison Manufacturing
- Product: Sportswear
- Sales: \$70 million
- EDI trading partners: 12 customers
- Sales volume by EDI: 12%
- EDI transactions: P.O., invoice
- PC software; 2 networks

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X12 and EDIFACT

- X12 is more widely used
- X12 has more working standards
- EDIFACT is more generic
- Industry and trading partner guidelines are key
- EDIFACT syntax used in X12 committee

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X12 and EDIFACT Syntax

Interchange

Functional group

Message or transaction set

Segment

Data element

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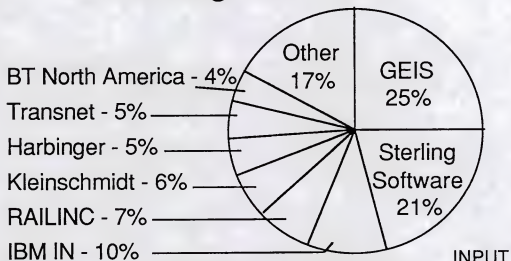
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1992 Market Share Leading EDI VANS



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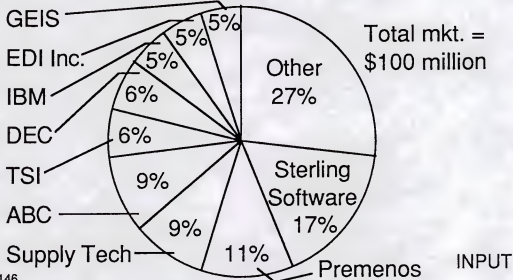
Total mkt. = \$190 million

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1992 Market Share Leading EDI Software Vendors



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There is a growing awareness of the need to address the needs of older people in the community. The Department of Health (1999) has published a strategy for older people, which sets out a vision for the future of older people's health and care. The strategy is based on the following principles: older people should be able to live independently and actively in the community; older people should be able to access the services and support they need; and older people should be able to participate in decisions about their care and support.

The strategy also sets out a number of key objectives for the future of older people's health and care. These include: to improve the health and well-being of older people; to ensure that older people have access to the services and support they need; to ensure that older people are able to participate in decisions about their care and support; and to ensure that older people are able to live independently and actively in the community.

The strategy is a key document for the future of older people's health and care in the UK. It sets out a vision for the future of older people's health and care, and sets out a number of key objectives for the future of older people's health and care. The strategy is a key document for the future of older people's health and care in the UK.

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EDI Professional Services

Vendor	1992 Revenues (\$ M)
EDS	5.0
IBM Information Network	4.0
Price Waterhouse	2.5
Andersen Consulting	2.0
Other	16.5
Total	30.0

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Trends in EDI

- Consolidaton of vendors
- Price competition
- Growing diversity of EDI applications
- Users slow to integrate
- EDI architecture changing

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About INPUT

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