

Electronic data exchange with your business partners

The electronic exchange of data by EDI is a good idea everywhere in business today because all companies operate according to structured organisational processes and have network access with suitable hardware equipment.

EDI can also be used cost effectively today in particular by smaller enterprises for the rational transfer and exchange of master, order, invoice and financial data. EDI offers you clear competitive advantages both for the operative day-to-day business and for strategic objectives: **automated fault-free business processing** with the following advantages:

- Less manual data entry work
- Improved data security
- Lower process costs
- Reduced times for order clarification
- Reduced error processing costs
- Lower market entry barriers
- Lower warehouse costs
- Shorter delivery times
- Process cost savings

Just imagine that ...

- ...you no longer need to enter incoming order confirmations.
- ...you are only shown order confirmations which differ from your order.
- ...you no longer need to enter incoming invoices.
- ...your system automatically processes invoices which agree with order and order confirmation.
- ...you only need to process invoices for which the system has already identified deviations.
- ...you have the delivery advices of your suppliers in your merchandise management system without any manual action on your part

Fact or fiction?

All these functions have long since been implemented in the interaction between your merchandise management system, IWO

IWOfurn - Integrated World of Furniture

IWO

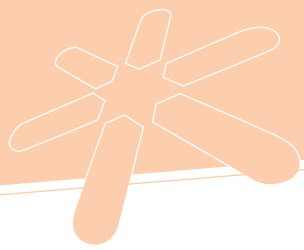
The task is to network the existing infrastructure and software in trade and industry. IWO

IWO

Rational cooperation thanks to technology standards!

IWO





Furniture as a special task

The technical challenge in the furniture industry is heterogeneity. Clearly outlined stocked or boutique goods, multi-variant products as in the upholstered segment, planning-intensive programmes in the merchandise groups of living and sleeping, specialisations in kitchens, for example, show the breadth of requirements. IWOfurn has the right answer for all these requirements.

For manufacturers who are already using EDI

The technical link to these suppliers has been set up. Your merchandise management module has a standard connection to IWOfurn and your orders are sent to the respective suppliers by EDI. No technical know-how is required for this in your company. Only the specialised department can make the necessary settings. Our recommendation: simultaneous use the IWOfurn Catalogue Center to compare your existing master data and to automatically satisfy all requirements for a constantly high data quality for new entries. IWOfurn has already networked more than 350 suppliers with the trade merchandise management systems in this way. **How high is your network ratio?**

For manufacturers who are not yet using EDI

These manufacturers can similarly register with IWOfurn and you treat these suppliers as fully integrated partners in your merchandise management system. Your orders are sent to the IWOfurn supplier portal. The supplier is notified by email and can make an order confirmation from the order with a few mouse clicks in the portal. This order confirmation is then fully automatically incorporated in your merchandise management system. It really could not be simpler.

For manufacturers of multi-variant articles

In the combination of merchandise management and IWOfurn configurator all commissioned orders with multi-variant product manufacturers are also EDI-capable. The only requirement: the suppliers must provide an electronic catalogue in IWOfurn and you will be in a position to generate fault-free orders for multi-variant products and process them electronically. **Fault-free orders at the POS at last.**

For manufacturers of planned merchandise

By integrating planning programmes such as KPS Ambiente you can also incorporate the graphically planned orders in the merchandise management system with the assistance of IWOfurn and then even electronically handle the ordering process. The supplier is given the graphical planning files for processing along with the commercial data. **Fewer complaints with less work.**

Keeping an overview

For all these different versions IWOfurn provides you with a track & trace module to monitor processes, statuses and schedules. IWOfurn shows you not only an isolated individual data exchange but also the entire flow of all communication belonging to an order at a glance (order, order confirmation(s), delivery advice, invoice(s)). This module also enables you and your supplier to make notes on all processes and to record your email communication. This gives everyone the chance even in retrospect to find all information again which has been exchanged by the specialised departments during a transaction cycle.



IWOfurn - Integrated World of Furniture

IWOfurn efficiently and flexibly combines companies, information and processes. IWOfurn offers electronic communication for all cross-company processes from the initiating of business, through provision of product information to Order2Pay business transactions.