

**Volume 3
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Headline News

Insights 2004, Best's annual partner conference was held in mid-June. Best made sweeping announcements covering virtually all of its products. One particularly interesting development was the announcement of the Best Software Integration Framework and Best Software Common Desktop, planned for roll out over the next two years and serving to integrate the Best Suites product portfolios. Integration Framework, which is based on Microsoft .Net and XML standards, will provide a common protocol to integrate Best Software front- and back-office applications and third-party solutions.



**eBridge For BusinessWorks
An Integrated EDI Solution**

Your customer's wish is your command, right? But what if that command is simply too costly for your business? To do business with most of the large retailers, you must be able to comply with their EDI (Electronic Data Interchange) requirements. Increasingly, these mega-retailers simply won't buy goods from companies that do not trade using EDI. Yet good EDI solutions for businesses like yours are hard to find. This puts you in a precarious position. Either lose your largest customers, and with them a significant source of revenue, or invest thousands in an uncertain, non-integrated EDI solution that demands high implementation, administration, and support costs. Fortunately for BusinessWorks Gold users, an economical and effective EDI solution

exists — **eBridge for BusinessWorks.**

eBridge For BusinessWorks

eBRIDGE Software, Inc., specifically designed eBridge for BusinessWorks as a turnkey EDI solution for BusinessWorks Gold users. With extensive experience in EDI, eBRIDGE Software has helped implement EDI at hundreds of companies throughout North America. The company specializes in the seamless integration of EDI with several prominent accounting programs, including BusinessWorks.

Benefits Of EDI

While your initial motivation to explore EDI may have been in response to your customers' EDI requirements, you will find that EDI provides several advantages to your company as well.

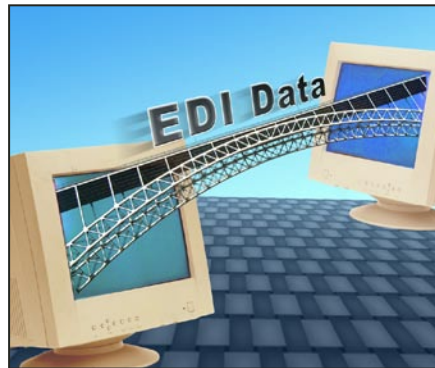
Those orders you formerly entered manually now can be created automatically—saving you time and money. Those big retailers may send you an order for 100 separate locations, and without EDI, your staff would have to enter 100 individual sales orders manually.

By electronically sending your invoices to your customers upon shipment, you can expect to get paid more quickly. Furthermore, since you won't have to print and mail a paper copy, you save paper, time, and postage.

Once you're trading electronically with one partner, your opportunities increase for capturing the business of other large customers. You can confidently pursue the business knowing you can handle virtually every EDI requirement presented. The result is higher revenues, achieved without adding accounting resources.

EDI Primer

While the practice of EDI can become a complex process, the principles are really quite simple. Your customer produces a purchase order,



With eBRIDGE Software's EDI, BusinessWorks Gold users now have a cost effective way to comply with their customers' EDI needs.

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eBRIDGE EDI Continued

turns it into an electronic file in a standard format, and sends that file to you over a private network. You receive that file and turn it into a sales order. You then generate an invoice, and send it electronically over the same network to your customer. The complexity comes with the different processing requirements of each customer. Some want the entire order sent to headquarters, while others want you to ship it to each of their locations. Some use UPC codes as their item numbers, and many want bar coded labels included with their packaging. These variations make complying with a customer's EDI initiative challenging, especially for businesses with limited resources.

How eBridge Works

eBridge for BusinessWorks consists of a desktop application that you can download from the eBridge Web site. Once installed, you will perform a basic configuration, which includes entering additional customer ship to addresses, and maintaining translation tables to translate your part numbers to your customer's part numbers. From the **eBridge Application Adaptor** you can set up an unattended schedule so inbound orders automatically are imported on a schedule you control, and outbound invoices also are automatically sent on your predefined schedule. Alternatively, you can perform a manual send and receive process.

Once installed and configured, your inbound purchase orders, and outbound invoices pass through eBridge's secure network, part of IBM's Value Added Network. You will receive email confirmations of uploads and downloads, and you are always able to view your account activity online.

If you choose the unattended processing, you will spend little time in the eBridge software after your initial configuration. If your customer requires ASNs (Advanced Shipping Notices), you'll spend a bit more time here constructing these documents. ASNs typically require you to identify which items are in which boxes, which boxes are on which pallets, and which pallets are in which trucks. eBridge handles this process readily, even allowing you to save ASN templates by customer to remove much of the redundant work.

Reports

eBridge includes several reports that provide you with basic information about the orders received and invoices sent. The reports are prepared using industry-standard Crystal Reports, so you can modify them, or add a new report to suit your needs.

You will receive an email after each upload and download, which confirms your transactions or details any errors. Additionally, you are always able to view your account activity online.

Bar Coding

When your customer needs bar coded package labels in UCC 128 or MH-10 format, eBridge can handle it. You'll need a bar code printer, of course, but eBridge sends the data to your printer in the required format, making label compliance simple and straightforward.

Integrated Solution

The biggest benefit of eBridge is its tight integration with BusinessWorks Gold. A non-integrated solution would require you to re-key each invoice into a stand-alone EDI mapping software for upload to your trading partner and then to print out every order to re-key into BusinessWorks Gold. With eBridge, there is no wasted time, no redundant processes, only the familiar interface of BusinessWorks Gold.

Pricing

A one-time activation fee of \$1,200 includes software, network access, and up to six maps for one trading partner. For example, if you only traded electronically with one trading partner, \$1,200 would enable you to receive orders, and send acknowledgements, invoices, and advanced shipping notices to that partner. For each additional trading partner, you pay a \$200 fee, plus \$200 for each type of document to be exchanged. Adding the ability to receive orders and send invoices to another customer, you would pay \$200, plus \$200 for the purchase order, and \$200 for the invoice. In addition to these one-time fees, you pay a \$25 monthly usage fee that includes all updates to the software and all support through eBRIDGE. A small transaction fee is assessed for each document traded during the month, ranging from .50 for 1-250 monthly transactions down to .25 for greater than 500 monthly transactions.

Bridging Solution

Even with eBridge's competitive pricing, you don't want to have to abandon your investment in EDI if you upgrade from BusinessWorks Gold to MAS 90, MAS 200, or MAS 500. eBridge provides EDI solutions for each of these Best Software solutions, providing a seamless transition as your company grows.

Requirements

eBridge contains almost everything you need to begin trading electronically with your customers. In addition to the eBridge EDI software, you will need the following:

- 1) **High-Speed Internet Access:** Much information is changing hands and you'll want the horsepower of a high-speed connection.
- 2) **Email Address:** eBridge will communicate the status of your electronic trades via email, so an email address is required.
- 3) **EDI Implementation Guide:** This guide will help you to gather the detailed specifications of your trading partners' requirements.
- 4) **Optional Label Printer:** If you wish to produce bar coded labels, you will need a bar code printer. There are many on the market at varying price points, we can help you find a suitable model.

Easy Start Up

eBRIDGE Software offers a *Before You Get Started Guide* to outline the questions you'll need to ask of your trading partner customers and the information you will want to have together before signing up. We can walk you through this process, including installation and configuration of eBridge, please give us a call.

Don't let the complexity or cost of trading via EDI deprive your company of its rightful market share. If your customers are demanding EDI, with eBridge you're prepared to answer the call. ☆