

NetEDI Supplier Enablement Services

Moving your Suppliers to an Electronic process

Electronic commerce today requires modern business to establish real-time electronic collaboration with their entire supply base on a global level.

With NetEDI Supplier Enablement, you're provided the expertise, methodology, and technology necessary to achieve your supplier enablement objectives. Organisations that enable more than 50% of their suppliers for electronic processing achieve 70% lower processing costs, with even greater savings over those that do not enable their suppliers electronically.

NetEDI are able to effectively target and onboard thousands of global suppliers, helping an organisation to compress the invoice and payment processing cycle, comply with contracts and regulations, lowering supply chain risk, and more. With proven service capabilities and self-service tools to automate the enablement process for any supplier anywhere in the world. We provide everything necessary to onboard your suppliers or provide you the tools to manage the process on your own.

How we work

The success of your collaboration project is directly tied to supplier willingness to use the system. Asking your vendors or partners to change their processes can of course mean resistance or uncertainty. NetEDI methodology breaks the process down into simple steps to make the supplier on-boarding process easy and pain-free with the aim of significantly increasing the number of suppliers who participate and thereby the overall effectiveness of your collaboration.

1. Being proactive.

As oppose to waiting for resistance to arise, we make the case pre-emptively for the ROI the project will deliver via on-time payments, visibility, shorter cycle times and reduced manual labor. NetEDI aim to make the process as seamless as possible from the beginning so that suppliers have little cause for resistance.

2. Prioritising your Suppliers

Based on the 80/20 rule, 20% of your suppliers will typically account for 80% of your spend. By focusing on that 20%, you will get more of your spend into the system even while on-boarding a smaller number of suppliers. Then, once your top vendors are on-board, expand your focus to the next tier. For smaller supplier, NetEDI offer many different types of input options and communication methods which allows us to work with each of your suppliers to ensure that they are connected with the method that best suits them.

3. How we connect your Suppliers

EDI and web browser connection options for supplier onboarding

Suppliers can be primarily divided between B2B suppliers who might connect via EDI and on-line suppliers who are able to use a web portal.

B2B Suppliers: Determine if the suppliers already use a defined EDI format to send and receive data. This bracket of supplier are easily integrated into the system which uses a format which they already are familiar with.

Online Suppliers: With the new versions of browsers continuously being released, browser compatibility can become an issue if the platform does not support the browsers your suppliers are using. To avoid this issue, NetEDI have developed a portal using HTML5 which supports any browser on any device.

4. Planning for future growth.

A merger or acquisition by your organisation can increase the number of suppliers to be onboarded as well as the type. If your organisation is currently in an expansion phase, the NetEDI onboarding platform is scalable and contains multiple connectivity and management options allowing you to scale up as needed.

5. Providing supplier training.

Supplier onboarding training helps to form the initial perception of the platform and can ensure a positive experience. We host live webinar training sessions as well as 1-on-1 (on request) The sessions cover the overall process as well as giving the Suppliers a feel for the environment to provide confidence and demonstrate the benefits.

NetEDI aim to ensure that Supplier on-boarding experience is made as simple as possible in order to achieve a high return for your business. Whilst there can be initial reluctance from suppliers in adopting a new approach, we focus on these above steps to help demonstrate that the investment on their part is minimal, while the return for both your organizations is undeniable. And the more suppliers that sign on, the more successful your collaboration will be.

Joining the NetEDI community

The Supplier onboarding service is part of the NetEDI Managed Service offering - an all encompassing solution that will enable your business to meet the full requirements of all your B2B trading needs. It means that by making a single connection to the NetEDI service; a client will enable electronic trading relationships with all of their business partners.

Utilising a Managed EDI Solution can pay dividends for your organisation, it would help significantly reduce costs and also allow you to focus on your core business objectives whilst the NetEDI experts look after the day to day management of your B2B system.

Supplier onboarding features

Expertise: Gain access to one of the industry leading networks, hosted service with SLA (Service level agreement) of 99%+ uptime and the ability to support international suppliers. NetEDI onboarding portal can provide access to both Buyers and suppliers to view real-time transaction status and the ability to discover new trading opportunities.

Methodology: A Proven, scalable methodology for enabling large volumes of suppliers regardless of size, location, or technical requirements. NetEDI are able to provide Supplier segmentation services based on their role and importance in the supply chain based on definable criteria. Additional enablement services also available for Electronic invoicing, PO delivery/confirmation, catalog content, payment remittance, payables/receivables financing, and more.

Technology: Self-service tools for buyers: Automated supplier enablement task management that features tracking, reminders, and exception handling to easily monitor supplier enablement progress at each stage of the process. Self-service tools for suppliers: Free supplier portal that provides instant access to key functionality, including self-service profile management, preferred method for communications.

The NetEDI community is growing with increasing numbers of companies reaping the cost and service benefits of outsourcing to a fully qualified managed service provider. Industry leading companies are moving to the network whilst existing clients continue to extend their EDI and B2B capabilities to additional trading partners and processes as they continue to recognise the benefits of trading electronically through NetEDI.

For more information on our Managed Service contact the Sales team on **01772 977781**, or email sales@netedi.co.uk for more information.