

Logistics Tech Outlook



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TOP 10 EDI Solution Providers 2015

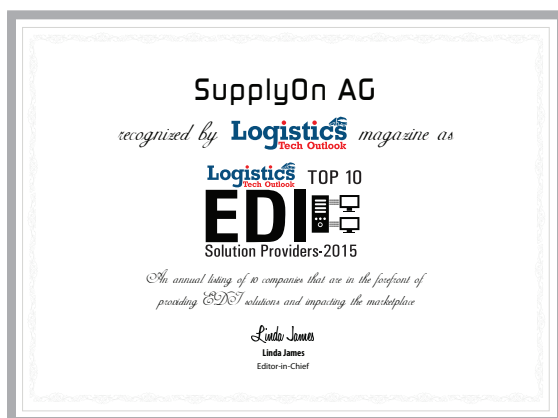
Electronic Data Interchange (EDI) continues to prove its business value in the logistics landscape by lowering costs, improving speed, accuracy, and business efficiency. From Direct (point to point) EDI, web and mobile EDI to EDI software, the greatest EDI benefits often come at the strategic business level. EDI enables real-time visibility into transaction status which in turn enables faster decision-making, along with improved responsiveness to changing customer and market demands. This allows businesses to adopt a demand-driven business model rather than a supply-driven one.

One of the biggest challenges in the logistics industry is having thousands of carriers in which only the largest are using EDI. Logistics companies have long preferred smaller carriers because of their flexibility, but getting these carriers to implement an EDI solution can be a difficult proposition.

Companies are finding it essential to address these challenges by providing the technology and expertise required to move forward in a more proficient manner. Each of their solutions have to be designed to simplify the implementation process and make it more cost effective for both the logistics company and the carrier.

In order to simplify and assist CIOs identify the right EDI solution providers, Logistics Tech Outlook presents “10 Most Promising EDI Solution Providers 2015.”

A distinguished panel comprising CEOs, CIOs, VCs, analysts, and the Logistics Tech Outlook editorial board has selected the top EDI Solution Providers. In our selection process, we looked at the vendor’s capability to fulfill the need for cost-effective and flexible solutions that add value to the EDI landscape.



Company:
SupplyOn AG

Description:
SupplyOn is the shared supply chain collaboration platform for organizations to manage business processes with their suppliers and service providers across continents

Key Person:
Werner Busenius
Director, Sales

Website:
supplyon.com



Werner Busenius

SupplyOn AG Shaping the Future of Supply Chain Industry

Today, Electronic Data Interchange (EDI) is considered an old technology by many IT professionals. Rather than focussing on EDI, most talented IT personnel are honing their skill sets towards newer web-based technologies and mobile applications. However, in the logistics landscape EDI technology is still the preferred way to communicate with suppliers. The problem though is that many suppliers do not have the capabilities to fully support the technical requirements. This in combination with the insufficient EDI standardization, results in its inadequate functioning on a global basis. Moreover, modern-day CIOs have limited EDI capacities, acting as another major disadvantage. Addressing the current challenge, SupplyOn AG offers web-based collaboration services to their customers. “Our WebEDI is optimizing organizations’ logistics and financial processes, giving them a transparent and secure exchange of information with suppliers and customers from delivery instructions to payment,” says Werner Busenius, Director Sales of SupplyOn AG. The company provides a central online platform, helping companies to manage their processes with business partners across continents in a structured, transparent and secured manner.

The company optimizes various processes with suppliers in the supply chain through cross-organization collaboration. “At SupplyOn, we believe that true collaboration cannot be achieved through a plain EDI-based data exchange,” notes Busenius. “EDI cannot support the complex supply chain processes of today, because a mere data transfer between separate ERP systems allows for no more than an isolated interpretation of potentially critical situations. We are providing both partners with a shared view of the actual supply situation and an automated early detection system, efficiently controlling organizations’ supply chain, enabling them to collaboratively resolve identified problems and, that way, avoiding costly bottlenecks.” adds Busenius. Offering more than pure data transmission, the company’s ‘supply chain monitor’ continuously evaluates requirements and available stock based on customer’s demand and if the platform detects any critical shortage of supply, it sends out an alert to both the supplier and the customer.

SupplyOn is hugely acclaimed for untangling enterprises’ complexities by

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successfully implementing end-to-end SCM processes throughout multiple levels of the supply chain. For example, Premium AEROTEC GmbH (PAG), a leading supplier in the aerospace industry was facing the issue of replacing their eSupply system with a sustainable solution. The organization opted for SupplyOn’s AirSupply solution that can handle highly collaborative order and delivery processes with suppliers as well as PAG’s customers. The implementation of AirSupply has helped the organization to introduce standard technology and processes in their IT department, thus resulting in lesser work, reduced costs and an increased project speed. In addition to that, as part of the supplier management stream SupplyOn consulting team provided PAG’s employees with training and information regarding the technical and contractual aspect of data exchange via AirSupply.

SupplyOn has established a network of clients in the manufacturing industry that connects some 12,000 business in 70 countries. “Our core differentiation is the global network that represents SupplyOn’s professional web platform, which primarily connects a community of suppliers and customers,” explains Busenius. Simultaneously, SupplyOn offers multilingual help-desk services to their clients in order to resolve issues without any time zone limitation. Forging ahead, the company plans to utilize the IoT trend for advancing their platforms to make supply chains more stable and predictable. “We are aiming towards reducing global supply chain risks which is the need of the hour,” concludes Busenius. **LT**