



NAED ANNUAL MEETING SPEAKER

The electrical distribution industry has data-formatting standards in place for many of the most common business transactions in both EDI and flat-file formats, giving it a lead over other channels struggling to gain consensus on industry-wide data-formatting standards. Now it's time to put those standards to use.

Distribution's COMPETITIVE EDGE

BY ANN ADAMS

Standardized, timely, and accurate information drives supply chain efficiency. When IDEA was founded in March 1998 as a joint venture of NAED and the National Electrical Manufacturers Association (NEMA), the founders' vision was to provide a central repository for delivering standardized product and pricing information throughout the electrical industry to reduce costs for all parties involved.

The IDEA Standards Committee (see the sidebar on the opposite page) was established to help make this vision a reality by developing data-formatting standards. The volunteers on the committee devote countless hours to developing electrical industry-specific versions of open and public non-proprietary international and industry group standards, including the *American National Standards Institute (ANSI) ASC X12, GS1*, and the *United Nations Standard Products and Services Code (UNSPSC)*.

Data-formatting standards in EDI and flat-file formats are available for the EDI 850: purchase order, EDI 810: invoice, EDI 844: product transfer account adjustment (also known as a SPA credit request), EDI 849: product transfer account adjustment response, (also known as SPA credit/discrepancy), and EDI 845: price authorization acknowledgement/status (used for SPA quotations and pricing). It's time to put these to use across the industry.

Ask the EXPERTS



ANN ADAMS



BILL ELLIOTT



LIZ NORMAN



RON SCHLADER

Timely and accurate information drives supply chain efficiency. Come prepared with questions and get top-notch advice on how to use electric communications to serve customers better, deliver products more efficiently, reduce operating costs, and enhance both internal business processes and external business relationships.

PANELISTS:

- **Ann Adams**, electronic efficiency manager, Square D/Schneider Electric and vice chair of the IDEA Standards Committee
- **Bill Elliott**, president, Elliott Electric Supply, Nacogdoches, Texas
- **Liz Norman**, EDI Business Systems Manager, Siemens Energy & Automation
- **Ron Schlader**, vice president, operations and quality, Crescent Electric Supply

The panel, moderated by Bethany Sullivan, will be held on May 6 from 3 p.m. to 4:30 p.m.

Industry data-formatting standards reduce friction and gridlock within the supply chain—so that products can be delivered more efficiently, operations costs reduced, trading partner relationships improved, and internal business processes enhanced. They also enable manufacturers to prepare and communicate

information in one format on a real-time basis when new products are added and product information is changed or updated.

In addition, data-formatting standards allow distributors to automatically download information from all manufacturers in one format in a real-time basis so business systems always contain the most up-to-date information. And once their systems are updated and the data synchronized, distributors can rely on their business systems for accurate price and product information, rather than calling manufacturers for up-to-date pricing

every time a customer requests a quotation, providing better customer service.

Trading partners that adopt and use IDEA's data-formatting standards have a competitive advantage over those who do not. Membership on the IDEA Standards Committee is not required to take advantage of the standards that the committee develops—but commitment to supply chain efficiency is. ■■■

Adams can be reached at ann.adams@us.schneider electric.com.

Get to know the IDEA Standards Committee








The chair of the IDEA Standards Committee is Gerry Bignell, data integration manager for Wesco-Canada; Ann Adams serves as vice chair. And since supply chain standards cover a wide variety of topics, IDEA Standards Committee subcommittees concentrate on specific topic areas:

- **Data content subcommittee**—Chair: Gerry Bignell, Wesco-Canada
- **EDI content subcommittee**—Chair: Mindy Michalski, Rockwell Automation
- **EDIFACT subcommittee**—Chair: George Droder, ERICO
- **Flat file subcommittee**—Vice chair: Neil Banoff, Advance
- **Product code subcommittee**—Chair: Bob Whitehouse, IDEA
- **Product identification subcommittee**—Chair: Marty Brett, Wheatland Tube
- **Standards awareness and communications subcommittee**—Vice chair: Laura Howard, McNaughton McKay Electric
- **XML subcommittee**—Chair: Liz Norman, Siemens

For more information, contact David Frenkel at 703-562-4610 or dfrenkel@idea-eSolutions.com.

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