

HOW MUCH INTERNAL WORK IS REQUIRED WITH DIFFERENT EDI SOLUTIONS?

The amount of internal work required to implement and operate a successful EDI system differs hugely depending on the type of solution opted for.

Unfortunately, however, identifying exactly what different EDI solution providers offer can be hard. As a result, many companies find themselves stuck in ill-fitting EDI contracts and thus miss out on the time and cost savings associated with effective B2B automation.

Whilst it is commonly understood that on-premise solutions require the customer to do the vast

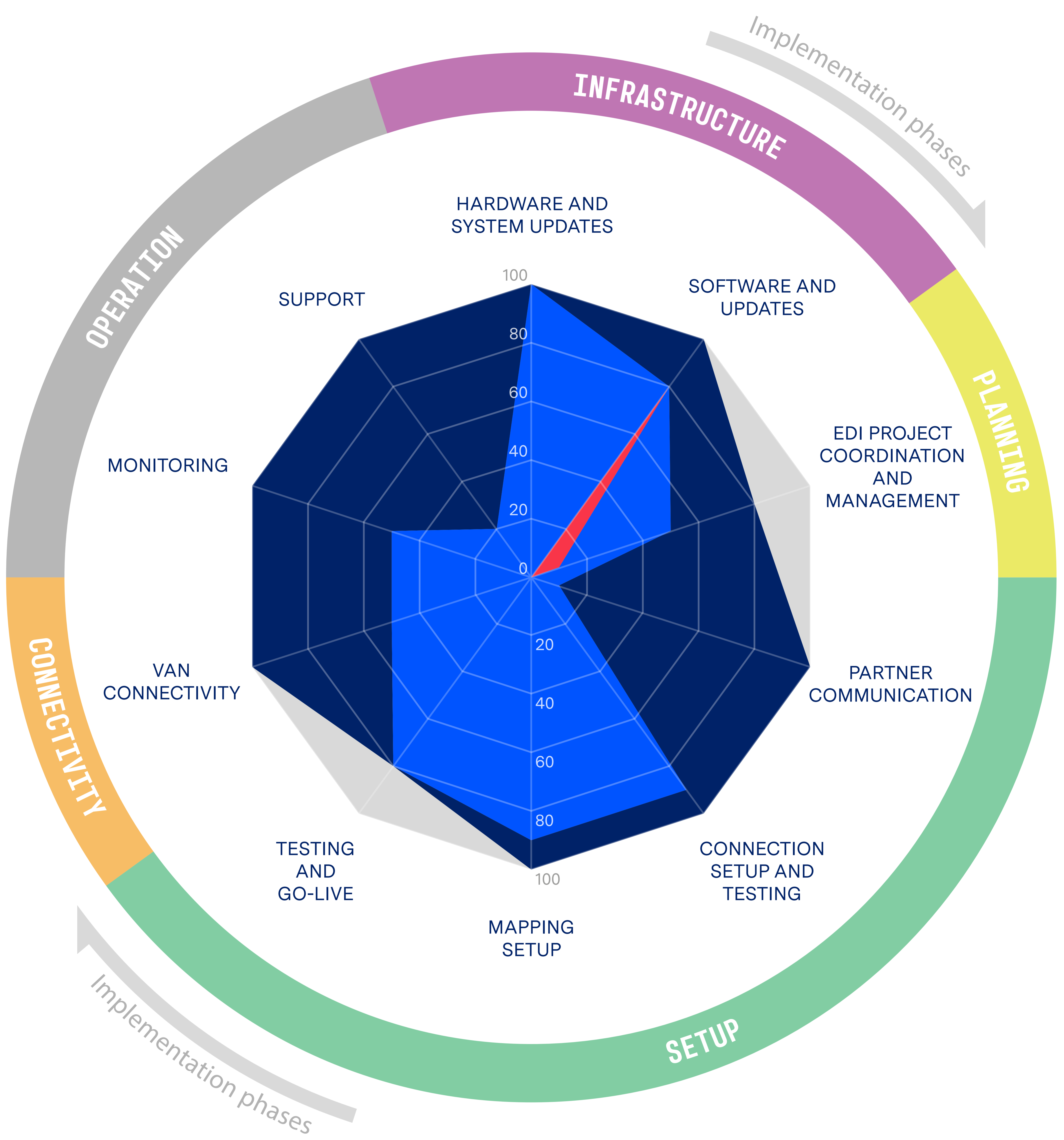
majority of the work, many prospective solution buyers are unaware of the significant disparity between "managed" and fully managed solutions.

The radar chart below has been developed to help customers get a fuller picture of how much work is done by providers when it comes to these three classic EDI solution types.

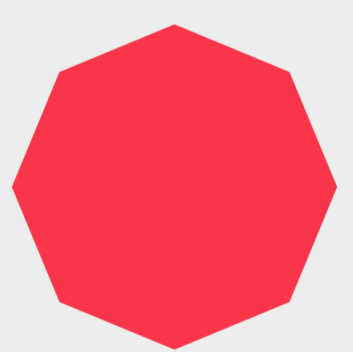
Following (clockwise) the life cycle of a system implementation, this chart exposes what percentage of the total work is typically done by the different providers at each project stage.

HOW MUCH DO PROVIDERS REALLY DO?

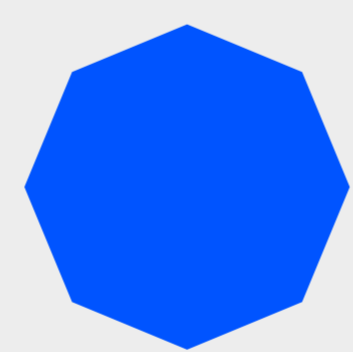
Chart shows percentage of task completed by provider (100% = no internal effort needed)



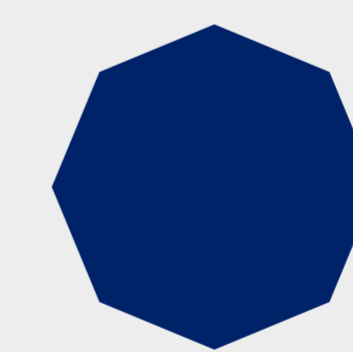
KEY



On-premise



Managed EDI



Fully managed EDI

PROVIDER ASSISTANCE AT A GLANCE

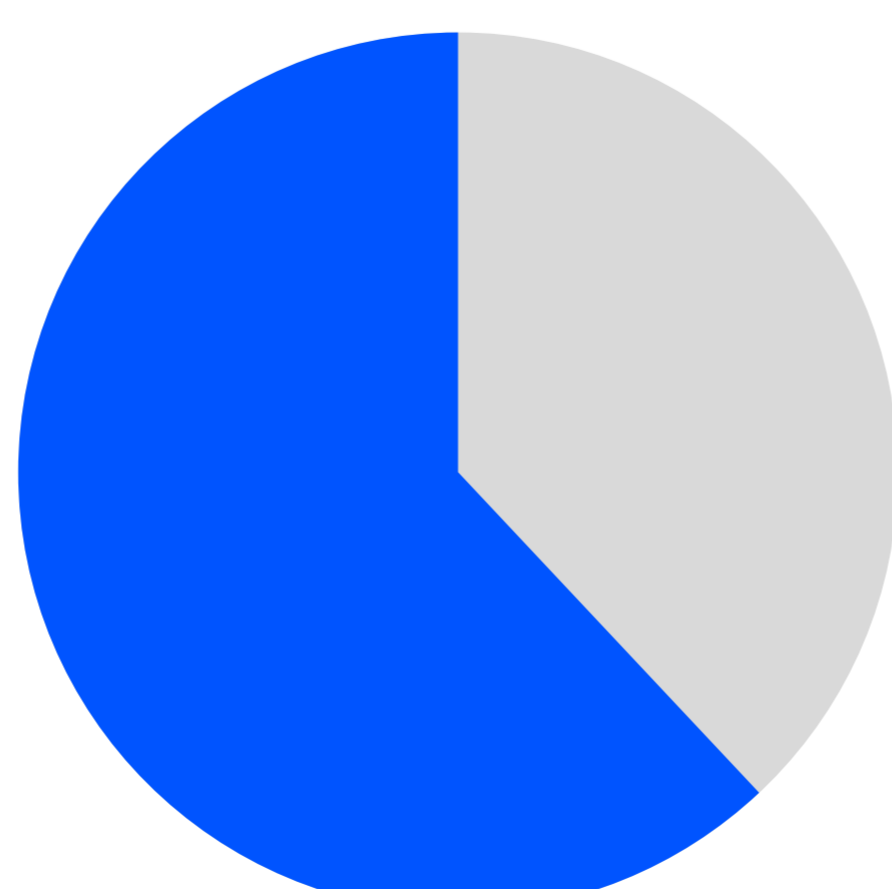
By condensing the granular information above, it is possible to identify roughly what percentage of the total work required to achieve a successful outcome is done by the three different types of service provider

ON-PREMISE



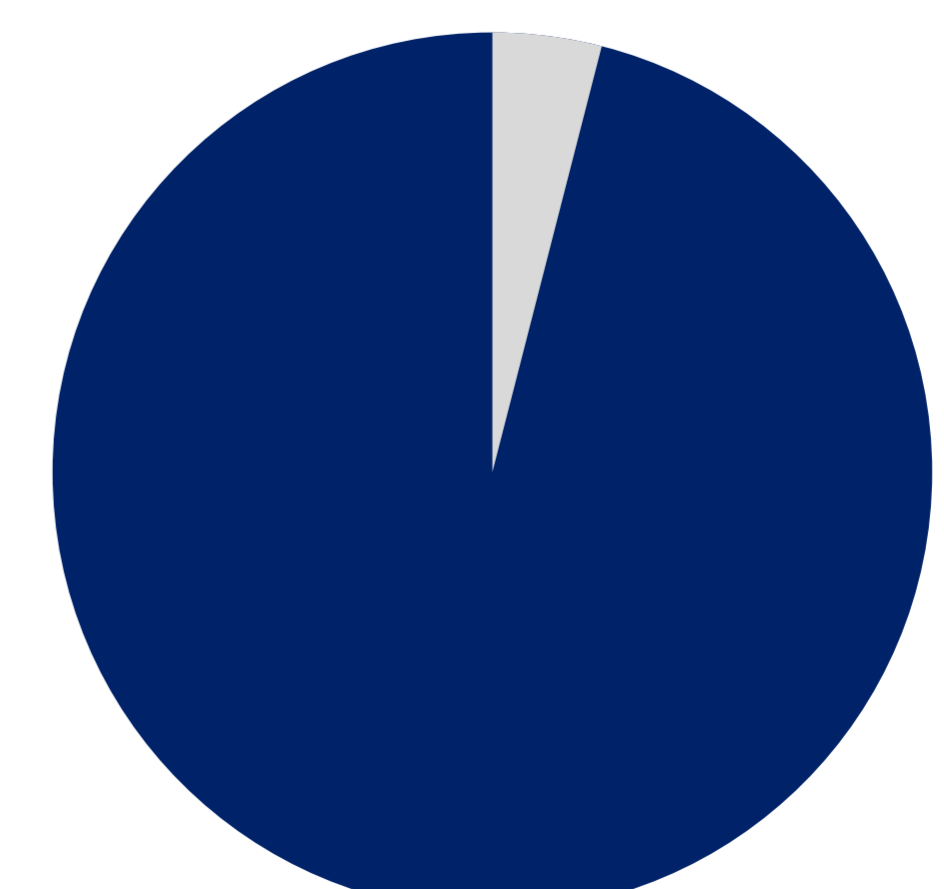
9%

MANAGED



62%

FULLY MANAGED



96%