

Telema EDI roaming

Vivian Maripuu

Partner Relations Manager

Telema partner seminar

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www.telema.com

EDI in the Baltics

- Major **retail chains** use and promote EDI:



- Smaller retail chains also use more widely:
 - OG Elektra, RR Lektus, Comarket, Olerex, Statoil...
 - Another 1000 smaller shops/HoReCa
- And naturally their bigger and smaller **suppliers**

Telema value proposition

Telema makes supply chains **more efficient** by replacing paper documents with electronic ones.



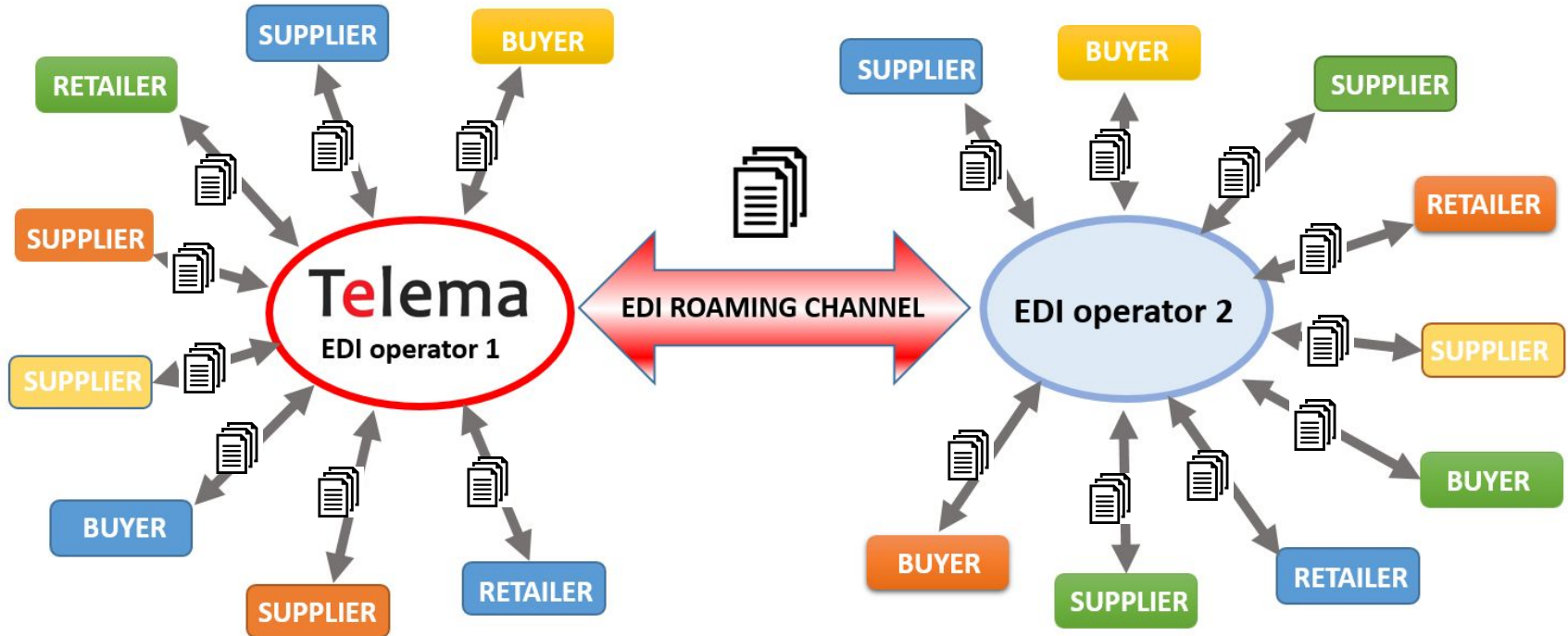
EDI in supply chain is...

...electronic document exchange **within EDI network** of one EDI operator



EDI roaming is ...

...electronic document traffic **between two** EDI operators networks



What is the purpose of roaming?

Purpose of roaming is to enable electronic document exchange between the customers of different EDI operators.

Make e-invoicing and exchange of EDI documents more widely available to all parties.



EDI roaming can take place ...

- Within one country **nationally**
- Between several countries **internationally**



When is EDI roaming needed?

Baltic subsidiaries of international corporations



Baltic retailers want to connect with foreign suppliers



Baltic suppliers want to connect with export clients



How does roaming get started?

- 1) Customer from Telema network wants to connect to foreign partner, or
- 2) Company from foreign operators network wants to connect with Telema Customer, or
- 3) Other EDI operator wants to extend their network and possibilities



How does roaming work?

Operators agree:

- **Data exchange channel**
(AS 2, SFTP, Telema Gateway, WebService WSDL)
- **Document format**
(EDIFACT, ECOD_xml, Telema eDoc)
- **Which electronic document types will be exchanged**
(*order, order confirmation, invoice, dispatch advice, receive advice*)

Cooperation agreement will be signed



Telema current roaming partners

OPENTEXT™ | GXS™

COMARCH EDI

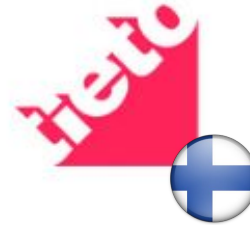
basware



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strat:EDI
GOING BEYOND THE CLOUD



Roaming costs - how much?

General principles and best practice:

- ★ No extra fees to end customer: it costs the same as regular EDI
There may be one time set-up fee depending on EDI requirements of customers trade partner
- ★ Bill-and-keep principle: each EDI operator bills it's own customers, no fees paid between operators
- ★ Often companies pay for the document traffic of their foreign partners

Customers of roaming partners with whom it is possible to exchange EDI documents via Telema



SOK FI Group (Prisma)



Tokmanni OY



Fiskars Home OY AB



Cailap OY Marketing



LVI-Dahl OY



Ruokakesko OY



RUOKAKESKO OY

Rautakesko A/S



Kekkilä OY



KEKKILÄ
GARDEN

Ibero OY



HARPER HYGIENICS S.A.



CPP Toruń - Pacific Sp. z o.o.



Nestlé & General Mills
Cereal Partners Poland
Toruń-Pacific

CHUMAK JSC



INVENA S.A.



marka przyjazna rodzinie

JERONIMO MARTINS POLSKA

S.A. (Biedronka)



Hornbach AB



Bauhaus Finland



Kun haluat onnistua

What to do ...

... when you need to send EDI documents to foreign business partners?

- First - find out who is the EDI operator of your foreign partner
- Second - ask from Telema, if the roaming connection to this EDI operator already exists
 - ✓ Yes, then activate document exchange
 - ✓ No, then four-party cooperation for establishing EDI channel and implement document exchange



Thank you

