

Telema cooperation with business software providers

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Telema partner seminar

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www.telema.com

Cooperation objective: our joint CUSTOMERS

All companies in the Baltics, regardless of their ERP system, should have easy access to **EDI** benefits:

- optimization of supply chain
- savings through reduced manual labour
- less errors
- faster movement of documents
- better customer service
- through Telema fast and easy exchange of documents with **over 1000** companies in the Baltics

Why the cooperation is needed?

- For customer, joining Telema EDI network in co-operation with ERP partner should be
 - Easy to start
 - Fast in implementation process
 - Reasonably priced
- **Transparency** for Customers, Partner and Telema:
 - How fast and affordable is it, exactly?
 - What business processes are in implementation scope?

**FAST,
QUICK,
&
EASY!**

Cooperation benefits for Partners

- **Extending the capabilities** of the ERP software and enabling **EDI** communication
- **Competitive advantage** in providing EDI
- Standardized **Telema EDI Module** in the ERP software
 - Easier end customer integration with EDI
 - Minimized implementation effort for all parties
 - Less testing effort
 - Decreased amount of helpdesk issues
- More **profitable** EDI projects
- Increased **customer satisfaction**



Telema Certified Partner program - to whom and why?

The aim of program is to support and consult business software support companies in developing EDI capability, **Telema EDI Module** in different ERP systems.



Telema Certified Partners

- Implemented **Telema EDI Module** and **Telema eDoc** format
- Successfully passed **acceptance tests**
- Signed a **cooperation agreement** with Telema specifying end-user activation terms:
 - Time for activation
 - How much the customer pays to Partner
 - Process flow in activation
- Cooperate in **customer integration**
- Cooperate in **marketing and sales**



NB! Telema will not charge activation fees from Certified Partners customers

How does Telema support cooperation?

We offer **free of charge**:

- **Functional requirements** for Telema EDI Module development
- **Guidelines** for EDI implementation and development
- **Free consultation** and best practice sharing for smooth development process
- Software libraries for improving the integration - **Telema API**

In cooperation with partners we are **continuously improving** the **Telema EDI Module** according to market demands.

Current status

31 Telema Certified Partners

- 15 Estonia
- 12 Latvia
- 4 Lithuania



Columbus® BCS itera
Once you *know* how...



HÄT
SYSTEMS

NIXOR®
EE LV LT



StrongPoint

KMA

RV Soft

 **Aptus**
group



Astro Baltics



EuroTEC

 **Tresoor Tarkvara**



 **TAAVI**
TARKVARA


VALLASTE
& PARTNERIO

 **sysdec**

 **LATINSOFT**®

FAST
Safe

ELMI®

avantime

IC: FRANČIZINGS kompleksa uzņēmumu automatizācija

 **ONEtec**
IT • BUSINESS • SOLUTIONS



SMART
BUSINESS SOLUTIONS

ASSAKO SMART 
GUDRI RISINĀJUMI JŌSU BIZNESAM

directo

 **FINVALDA**

 **RIVILĒ**



PRORINGAS
PRAGMA – VERSLO VALDYMO SISTEMA




ANKRAVS

 **BATSOFT**

Why Telema EDI Module?

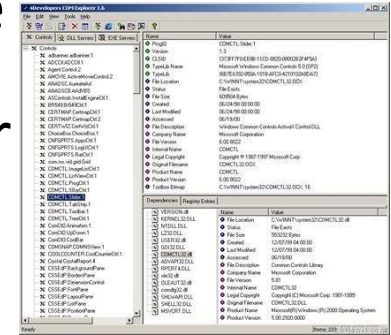
- Integrating customers with Telema EDI system is quick and easy
 - Less workload to software support
 - Better user experience - clear process, clear message
- Customer knows that the EDI functionality offered by business software is on high standard level
 - Electronic document exchange is a standard functionality of a modern business
 - Customers expect, that the needed functionality is available in standard configuration of software

**FAST,
QUICK,
&
EASY!**



Telema API connection

- Simplifies development of Telema EDI Module
- It implements all the functionality required for interacting with Telema EDI system
 - Exchanges e-documents
 - Handles communication errors
 - Provides communication reliability
- Ensures high reliability
 - High software quality through superior design and realization
- Telema provides technical support



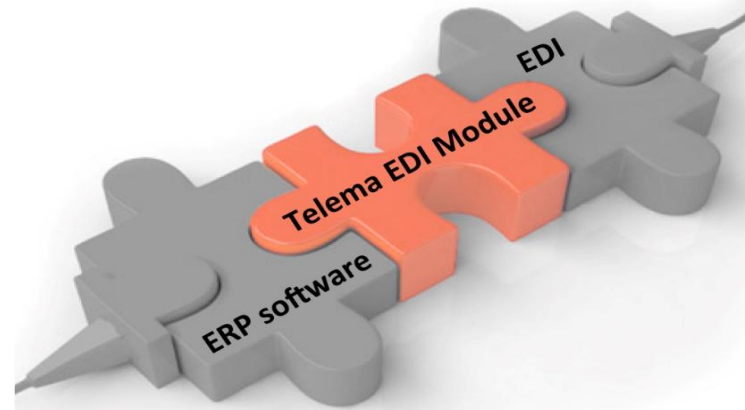
What is Telema API ?

- ✓ Communication **interface** to the Telema EDI system
 - Implements web service based communication to the Telema EDI System. ERP can fully manage connections sessions.
- ✓ Standard Windows Dynamic Link Library (**DLL**)
 - Functionality accessible via simple functions
- ✓ The ERP system delivers data to Telema API and Telema API takes care of the rest
- ✓ Telema provides Telema API to ERP support companies **free of charge** for to support Telema EDI Module development.

Telema EDI Module

Functionality:

1. **Document Exchange** with Telema EDI System
2. Document **Format Translation** to Telema eDoc
3. **Error Management** and **Validation**
4. Document **Logging**
5. Document Exchange **Scheduling**



Telema EDI Module Implementation Big Picture

ERP

- ✓ Process flow
- ✓ Document creation
- ✓ Document handling
- ✓ Validation of document content (product codes, prices, etc)

Documents in ERP internal format



Telema EDI Module

- ✓ Doc conversion to/from Telema eDoc
- ✓ Communication session initiation
- ✓ Error handling
- ✓ Schema validation (.xsd)

Documents in Telema eDoc format



Telema API

- ✓ Communication
- ✓ Authentication
- ✓ Transport



Telema EDI System



Documents in Telema eDoc format

How to become Telema Certified Partner

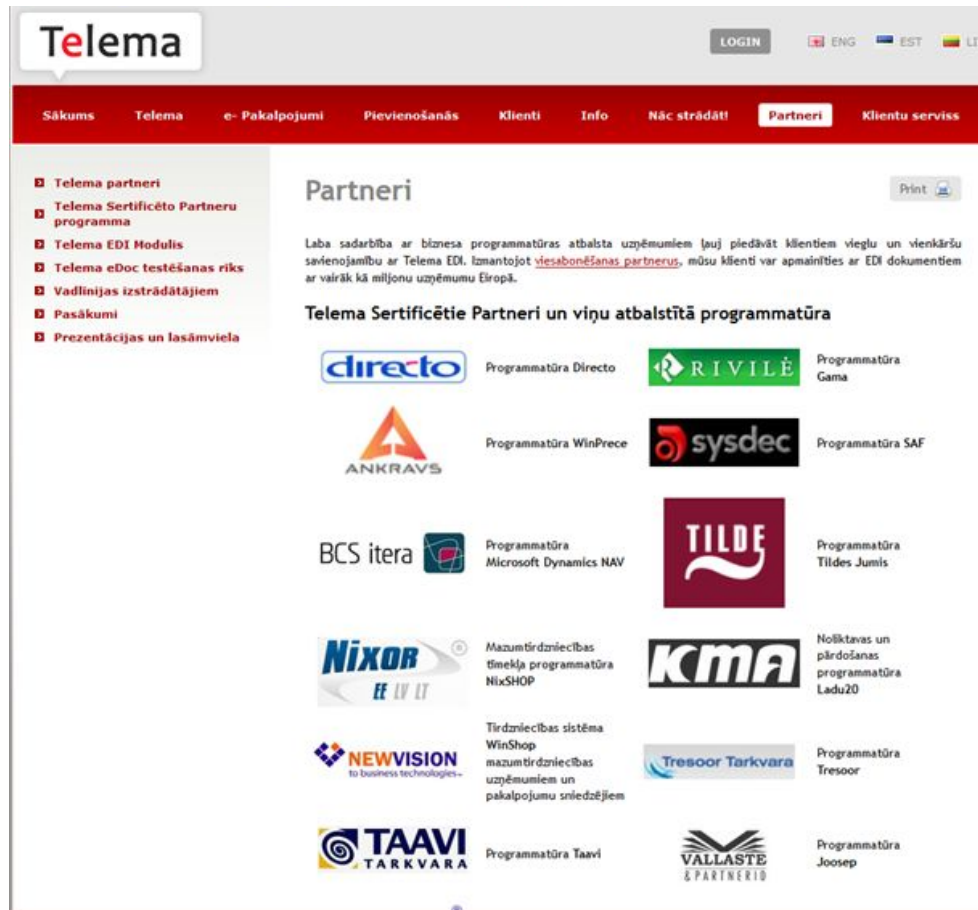
7 steps:

1. Decision and motivation to implement Telema EDI Module
2. Cooperation agreement signing with Telema
3. Development and testing
4. Acceptance tests of Telema EDI Module
5. Pilot customer implementation
6. Joint sales and marketing
7. Cooperation in EDI services promotion



More information: www.telema.com

Information page about
Telema Certified
Partners program



The screenshot shows the Telema website's 'Partneri' page. The header includes the Telema logo, a LOGIN button, and language options (ENG, EST, LIT). The main navigation bar contains links for Sākums, Telema, e- Pakalpojumi, Pievienošanās, Klienti, Info, Nāc strādāt!, Partneri, and Klientu serviss. The left sidebar lists a menu of links related to the partner program. The main content area is titled 'Partneri' and includes a brief description of the partnership program, a list of certified partners with their logos and software, and a print button.













Telema LOGIN ENG EST LIT

Sākums Telema e- Pakalpojumi Pievienošanās Klienti Info Nāc strādāt! **Partneri** Klientu serviss

Partneri Print

Laba sadarbība ar biznesa programmatūras atbalsta uzņēmumiem ļauj piedāvāt klientiem vieglu un vienkāršu savienojamību ar Telema EDI. Izmantojot [viesabonēšanas partnerus](#), mūsu klienti var apmainīties ar EDI dokumentiem ar vairāk kā miljonu uzņēmumu Eiropā.

Telema Certificētie Partneri un viņu atbalstītā programmatūra

	Programmatūra Directo		Programmatūra Gama
	Programmatūra WinPrece		Programmatūra SAF
BCS itera 	Programmatūra Microsoft Dynamics NAV		Programmatūra Tildes Jumis
	Mazumtirdzniecības tīmekļa programmatūra NixSHOP		Noliktavas un pārdošanas programmatūra Ladu20
	Tirdzniecības sistēma WinShop mazumtirdzniecības uzņēmumiem un pakalpojumu sniedzējiem		Programmatūra Tresoor
	Programmatūra Taavi		Programmatūra Joosep

Sales & marketing

Activation terms of Telema EDI Module in Certified Partners software

Sākums

Telema

e- Pakalpojumi

Pievienošanās

Klienti

Info

Nāc strādāt!

Partneri

Klientu serviss


Kādēļ ir vērts pievienoties Telema tīklam?

Vispārīgie noteikumi

Sertificēto Partneru aktivācijas noteikumi

Atbalstītas uzskaites programmas










Sertificēto Partneru aktivācijas noteikumi



Visas aktivācijas izmaksas un aktivācijas laiks attiecas uz norādītiem dokumentu veidiem un gadījumā, ja uzņēmums jau lieto uzskaites programmu ar atbilstošu versiju. Ja vēlaties aktivēt papildus dokumentus vai arī lietojāt kādu citu uzskaites programmas versiju, aktivācijas laiks un izmaksas var mainīties.

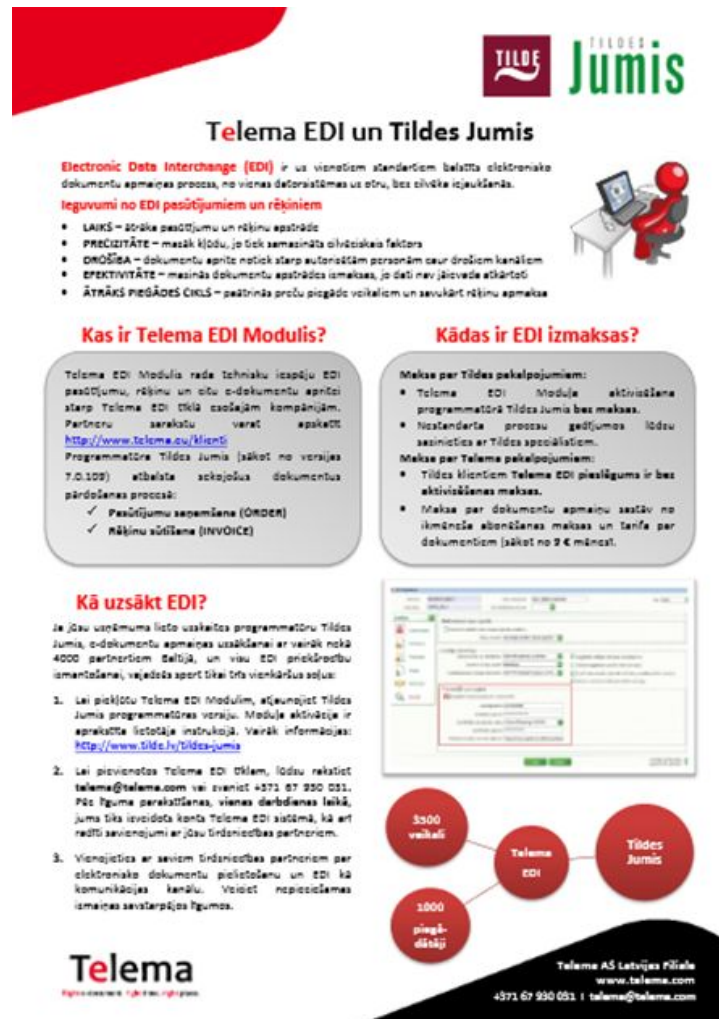
Telema nepieprasa no Sertificēto Partneru klientiem papildus pievienošanās maksu! Sīkāk par Telema Sertificēto Partneru aktivācijas noteikumiem lasiet zemāk.

Telema Sertificētie Partneri

Uzskaites programma	Versija*	Uzņēmums	Valsts	Dokumentu veidi	Aktivācijas izmaksas	Telema Moduļa uzstādīšanas laiks
Directo Skatīt vairāk			EST LAT LIT	4doc piegādātājiem: pasūtījums, rēķins, pvdzīme, saņ.apliec.	320 EUR	Nākamās darba dienas laikā
Finvalda Skatīt vairāk	5.0.16 un jaunāka		LIT	4doc piegādātājiem: pasūtījums, rēķins, pvdzīme, saņ.apliec.	135 EUR	Nākamās darba dienas laikā
1 C	1 C: Trade Management 8		LAT	4doc piegādātājiem: pasūtījums, rēķins, pvdzīme, saņ.apliec.	Bezmaksas	3 darba dienas
Tīlde Jumis	7.0.109 un jaunāka		LAT	2doc piegādātājiem: pasūtījums, rēķins	Bezmaksas	3 darba dienas
Joosep	5.01.90 un jaunāka		EST	2doc piegādātājiem: pasūtījums, rēķins	49 EUR	Nākamās darba dienas laikā
KMA Lažu			EST	2doc piegādātājiem: pasūtījums, rēķins	Bezmaksas	Nākamās darba dienas laikā
MoxWare	2.4.0.201307231 un jaunāka		EST	4doc piegādātājiem: pasūtījums, rēķins, pvdzīme, saņ.apliec.	Bezmaksas	3 darba dienas
MS Dynamics NAV Skatīt vairāk	NAV2009		EST	2doc piegādātājiem: pasūtījums, rēķins	Līdz 600 EUR + 99 Microsoft add-on (16k SA)	14 darba dienas
				5doc pircējiem: pasūtījums,		

Marketing materials about Telema EDI Module in particular software:

- ✓ How to start with EDI
- ✓ Which EDI documents can be exchanged
- ✓ What are activation terms



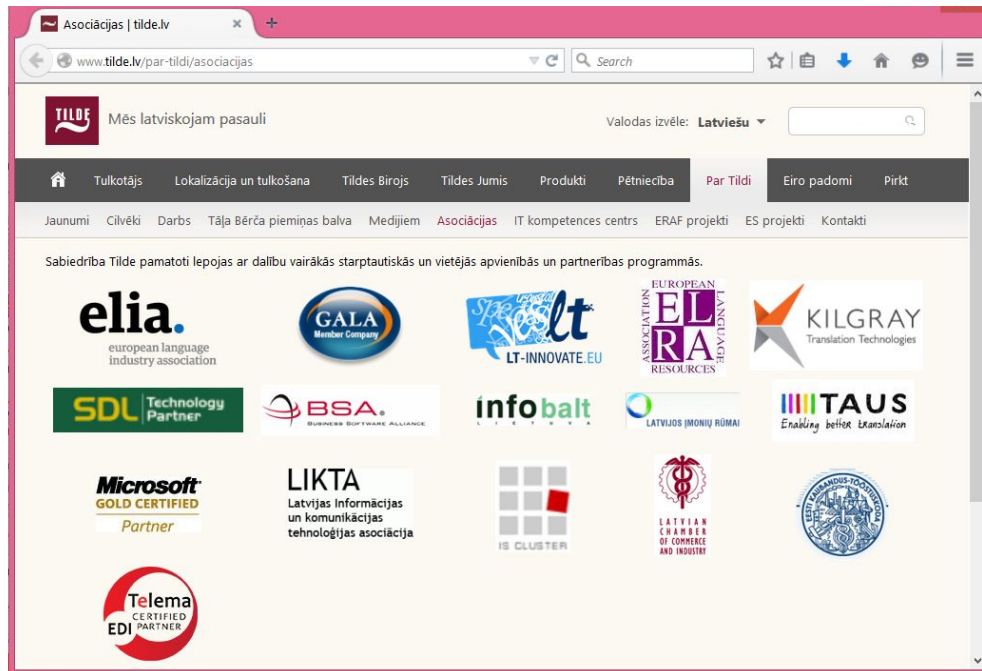
Sales & marketing

✓ Telema Certified Partner logo for partners web



✓ Cross-referencing on websites

✓ Joint marketing events



- ✓ Telema Certified Partner diploma
- ✓ Publicity:
 - ✓ Public press release
 - ✓ Homepage news
 - ✓ Telema Facebook page
 - ✓ Telema newsletter
 - ✓ Personal notification to the customers who use Partners software



Most widely used software among Telema customers

EST

- 1  HANSAWORLD
- 2  
- 3  Microsoft Dynamics[®] NAV 
- 4 
- 5  
- 6  Microsoft Dynamics[®] AX
- 7 
- 8 
- 9 
- 10  

LAT

- 
-  
 -  
 -  
 -  
 -  Microsoft Dynamics[®] AX 
 - 
 -  Microsoft Dynamics[®] NAV 
 - 
 -  HANSAWORLD
 - 

LIT

-  
- 
-  
-  Microsoft Dynamics[®] NAV
-  Microsoft Dynamics[®] AX
- 
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Summary

- ★ Telema **prioritizes cooperation** with business software companies
- ★ We **provide free consultation** and tools for to support Telema EDI Module development
- ★ We **recommend** Telema Certified Partners to our customers
- ★ Result: **win-win situation** for everybody and our joint customers are happy



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Thank you

