



FYNCH-HATTON®

EDI Newsletter & Questionnaire

19.03.2019

EDI & digitalization

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8. EDI integration

Who is this EDI?

EDI = Electronic Data Interchange

- valid → consistent → standardized = efficient process flow



Who is this EDI?

Requirements:

- Data consists of unified international standards
- Reliable information flow due to mapping tables
- EDI capable ERP-Software
- GLN an GTIN identified international company and business notation (applicapable at GS1 Germany)
- Periodic data exchange and error-free message type notifications
- Clean master data – customer and article-management

Advantages for our partners

- 1) Reduced management expenses**
- 2) Amplified transmission rate**
- 3) Decreasing of shortfalls and short sellings**
- 4) Automatic NOS replenishment**
- 5) Low stockkeeping costs**
- 6) Optimized warehouse stock through efficient planning**
- 7) Detailed sales area management**
- 8) Growth in sales**
- 9) Endless shelf by linking online and offline**

Default EDI message types

Message Type	Description
ORDERS	Customer order
ORDRSP	Order confirmation (preliminary & final)
PRICAT	Article master data
DESADV	Delivery note
INVOIC	Invoice
SLSRPT	Sales report
INVRPT	Inventory report
INVRPT	Inventory movement/stock changes

EDI exchange model with FYNCH-HATTON

Message type	Gold	Silver	Bronze
ORDERS	Pre- & Reorder	Reorder/NOS	B2B Portal
ORDRSP	Preliminary: 48 hours after ordering Final: 3 month prior delivery	Final: 3 month prior delivery	PDF
PRICAT	Default mapping, BTE, PRANKE	GS1 Standard	Customer specific mapping
DESADV	Delivery note per package / delivery note with NVE/SSCC	Delivery note per package	PDF
INVOIC	Invoice via AS2, central regulation (KATAG, UNITEX, EURETCO)	B2B Portal	PDF- Mail transmission
SLSRPT	Daily, quantities and values	Weekly, quantities and values	Quantities only
INVRPT	Weekly inventory & movement report	Monthly inventory report	*
Auto replenish / NOS	Partner sends ORDERS	Fynch-Hatton takes over replenishment	B2B Portal
Online content	FashionCloud partner	FashionCloud partner	*

EDI data delivery & verification at our partner

- 1. Initial-PRICAT master data selection**
 - 1. Full-PRICAT at order season start**
 - 2. Order related PRICAT**
- 2. Pre-Order in our showroom (ORDERS type selection)**
- 3. Master data creation and if required online content**
 - 1. Extended master data and content by FashionCloud**
- 4. Order confirmation (ORDRSP type selection)**
 - 1. Article ID, discounts and order information available?**
- 5. Delivery (DESADV type selection)**
 - 1. Proper delivery note quantity? Booking date = delivery date?**
- 6. InSeason Management (SLSRPT & INVRPT type selection)**

Reasons for differences in goods movement

Revenue	Stock
WGR dummy sales	Complimentary gifts
Wrong GLN	Staff clothing
Conflict on shipment	WGR sales
Correction after shipment	Private withdrawals
Empty vaules (charge-off)	Delivery note release
Duplicated sales report	Theft
Product group limitations	Customer specific selection
Unfinished cash register balance	Junk goods
wrong EAN/GTIN	Failed and wrong delivery
Manual shipping	Unfinished cash register balance
Supplier limitations	Stock movement

PRICAT

UNA:+.?'	Definition of delimiters
UNB+UNOC:3+4050263000008:14+999999999999:14+190114:1444+13'	Exchange header: Sender- / receiver-GLN and date
UNH+1+PRICAT:D:96A:UN:EAN006'	Message header including type (PRICAT) and format (D96A)
BGM+9:::PRICAT+13+9'	Document number
DTM+137:20190114:102'	Document date
NAD+SU+4050263000008::9'	Fynch-Hatton GLN (formerly ILN)
NAD+BY+999999999999::9'	Customer GLN (formerly ILN)
RFF+API:999999999999'	Member- / Deliverer- / Customer-ID
CUX+3:EUR:8'	Currency
PGI+2'	Product group
LIN+1+1+4050263799032:EN::9'	GTIN (formerly: EAN)
PIA+1+SF 211:SA::91+0150:GU::91'	Article-ID and model
IMD+C++CU'	Consumer unit
IMD+A++:::V-Neck'	Freeform article details
IMD+D++:::V-Neck'	Freeform Point of Sales details
IMD+C+35+:::680'	Color code
IMD+F+35+:::night'	Color name
IMD+C+98+:::M'	Size
QTY+53:1:PCE'	Minimum order quantity
DTM+194:20000101:102'	Start date
DTM+206:29991231:102'	End date
FTX+PRD+1+SEA::91+NOS'	Freeform usage description
PRI+AAA:23.9:CA:LIU:1:PCE'	Calculation net
CUX+2:EUR:8'	Calculation net currency
PRI+AAE:59.99::SRP:1:PCE'	Information price, excluding allowances or charges, including taxes
CUX+2:EUR:8'	Information price currency

ORDRSP

UNA:+.?'	Definition of delimiters
UNB+UNOC:3+4050263000008:14+999999999999:14+190114:1444+12+++++EANCOM'	Exchange header: Sender- / receiver-GLN and date
UNH+1+ORDRSP:D:96A:UN:EAN005'	Message header including type (ORDRSP) and format (D96A)
BGM+231+12345+46'	Unique document number
DTM+137:20190101:102'	Document date
RFF+ON:12345'	Unique order number
DTM+171:20180806:102'	Order date
NAD+SU+4050263000008::9'	Fynch-Hatton GLN (formerly ILN)
NAD+BY+999999999999::9'	Customer GLN (formerly ILN)
NAD+IV+999999999999::9'	Invoice recipient GLN (formerly ILN)
NAD+DP+999999999999::9'	Shipping address GLN (formerly ILN)
NAD+UD+999999999999::9'	Ultimate customer GLN (formerly ILN)
CUX+2:EUR'	Currency
LIN+1+5+4050263799032:EN'	GTIN (formerly: EAN)
PIA+1+SF 211:SA'	Supplier article number
PIA+1+KNITWEAR:GU'	Supplier article group number / product class code
PIA+1+0150:GB'	Customer article group number / product class code
IMD+C+35+::91:680'	Color code
IMD+F+35+::91:night'	Color name
IMD+C+SIZ+:::M'	Size
IMD+F+TPE+:::KN:KNITWEAR'	GS1 article type
IMD+F+ANM+:::V-Neck'	GS1 article name
QTY+21:1:PCE'	Ordered quantity
DTM+72:20190115:102'	Estimated shipping date start
DTM+75:20190127:102'	Estimated shipping date end
PRI+AAE:59.99::SRP'	Information price, excluding allowances or charges, including taxes

DESADV

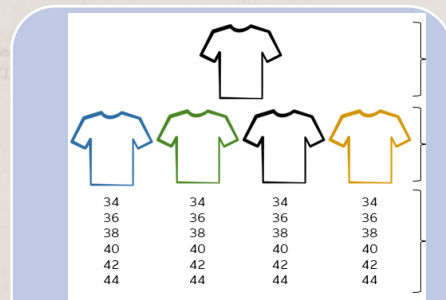
UNA:+.?'	Definition of delimiters
UNB+UNOC:3+4050263000008:14+999999999999:14+190110:1609+8++++EANCOM'	Exchange header: Sender- / receiver-GLN and date
UNH+1+DESADV:D:96A:UN:EAN005'	Message header including type (DESADV) and format (D96A)
BGM+351+<DESADV-NUMBER>'	DESADV-number needs to be the same as phys. delivery notice number
DTM+137:20190110:102'	Document date
DTM+17:20190110:102'	Estimated delivery date
RFF+VN:12345'	Supplier order number
NAD+BY+99999999999999::9'	Customer GLN (formerly ILN)
NAD+DP+99999999999999::9'	Shipping address GLN (formerly ILN)
NAD+SU+4050263000008::9'	Fynch-Hatton GLN (formerly ILN)
NAD+UC+99999999999999::9'	Ultimate consignee GLN (formerly ILN)
CPS+1'	Consignment packing sequence
LIN+1++4056513840332:EN'	GTIN (formerly: EAN)
QTY+12:1:PCE'	Despatch quantity

BGM+380+119000682+9'	Document number
DTM+137:20190110:102'	Document date
DTM+35:20190110:102'	Actual delivery date
FTX+AAK+1++HINWEIS (BSP SONDERREGELUNG)+DE'	Freeform price conditions
RFF+ABO:5'	Originators reference
DTM+171:20190111:102'	Date of reference
RFF+CT:1'	Contract number
RFF+DQ:88888888'	Delivery note number
DTM+171:20190109:102'	Date of reference
NAD+BY+9999999999999::9'	Customer GLN (formerly ILN)
RFF+API:9999999999999'	Partner reference number
NAD+SU+4050263000008::9'	Fynch-Hatton GLN (formerly ILN)
RFF+FC:121/0000/0000'	Fiscal number
RFF+VA:DE 812438080'	VAT registration number
NAD+DP+9999999999999::9'	Shipping address GLN (formerly ILN)
NAD+IV+9999999999999::9'	Invoice recipient GLN (formerly ILN)
TAX+7+VAT+++::19'	Duty/tax/fee details
CUX+2:EUR:4'	Currency
ALC+C+++FC'	Allowance or charge
MOA+8:6'	Allowance or charge amount
LIN+1++4056513947017:EN'	GTIN (formerly: EAN)
PIA+1+1119257:SA+61102091:HS'	Supplier article number and rate of duty
IMD+A++::O-Neck, 2-Tone'	Freeform article description
IMD+C++CU::9'	Consumer unit
IMD+B+35+::91:1305'	Color code
IMD+F+35+::91:amarena'	Color name
IMD+B+98+::M'	Size
QTY+47:1:PCE'	Calculated quantity
MOA+203:29.1'	Line item amount
PRI+AAA:29.1::GRP:1:PCE'	Calculation net

INVOIC

Weekly replenishment for NOS & customer storage

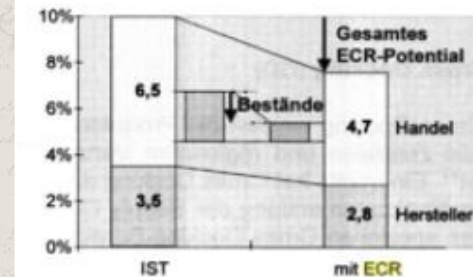
- Cooperative sales area management with customer and Hötl limit planning
- Coverage & storage planning „LE's“



Pre-Order

- Creation as NOS Article (Fashion or basic)
- Creation of block or stock inquiry items
- You decide if:
 - We manage your NOS articles!
 - You send weekly EDI ORDERS!

Abb. 59: Bestandsreichweitenreduzierung durch Efficient Replenishment



Quelle: Mau, Markus (2000): S. 130

InSeason

- Define your replenishment type
 - Sales based
 - Target stock based
- Mind seasonal business and time windows!

Weekly sales	1	2	1	0
Piece sale based replenishment	1	2	1	0
Target stock	2	4	4	2
Actual stock	1	2	3	2
Target stock based replenishment / LUG	1	2	1	0
LUG controlled peak phase	1	3	1	0

* LUG can be controlled on a customer base

Reorder

- Sales based:
 - Replenishment after every sold item!
- Target stock based:
 - Define your target stock based on your sales area performance, which we will replenish.

Contact information

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Thank you for your attention!