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CORPORATE MAGAZINE OF THE EDITEL GROUP

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EDI – THE SUPPLY CHAIN BOOST

How EDI works at Yusen Logistics

The company provides clients with a full range of logistics services and a variety of other supply chain solutions

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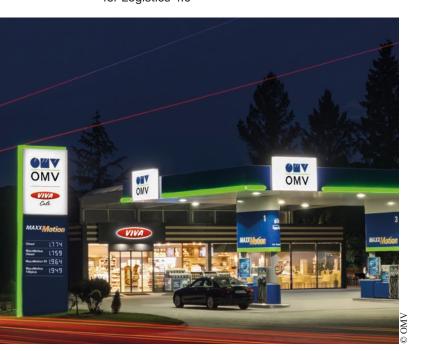
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IN BRIEF

True d-EDI-cation!
In a fast-paced business world, time is a
precious commodity. As a result, the key lies in
optimizing and streamlining workflows.

EDITORIAL

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Gerd Marlovits
CEO

Full speed ahead

"My engine is still making progress," claimed engineer Rudolf Diesel in 1895, three years after he had patented the first diesel engine. This unintentionally visionary statement held true even a hundred years later. I share this feeling when it comes to our EDI technology, which after nearly 40 years remains a vital driving force in logistics and continuously adapts to the challenges of our time. Robert Blum, IT Director of our client Raben BEXity, also highlights the relevance of EDI in his interview on page 4. "Without EDI, we wouldn't transport anything," he notes. Read our latest stories to find out why and to learn how impactful EDI truly is in the logistics business.

The advancements and the continuous evolution of EDI technology are evident in the numerous references mentioned in this issue: for instance, OMV in the Czech Republic has been exchanging thousands of orders and invoices with a multitude of suppliers every month for many years, all thanks to EDI. In the automotive industry, EDI has also become indispensable, ensuring seamless communication between suppliers and manufacturers at MONO-Ipolyfabric Kft., a producer of interior fittings. As you can see, the "EDI engine" shows no signs of stalling; on the contrary, we're going full speed ahead!

Happy reading,
Gerd Marlovits

MODERN EDI LOGISTICS AT YUSEN LOGISTICS

In today's world, EDI is a crucial tool in the supply chain. It streamlines processes, enhances collaboration between supply chain participants, and enables near-real-time automated data exchange. Swift information flow is a game changer in this industry.

Yusen Logistics is a global logistics powerhouse, a member of the NYK Group, one of the oldest and largest logistics organizations worldwide. The company has a presence in 19 European countries and has been active in the Czech and Slovak markets for 20 years. Yusen Logistics offers clients a wide range of logistics services, including warehousing, distribution, air and sea freight, road transportation, and various other supply chain solutions.

From the outset, the company prioritized optimizing Electronic Data Interchange with its business partners. That's why Yusen Logistics chose EDI solutions from EDITEL CZ to guide its business processes.

Comprehensive EDI communication with Yusen Logistics' partners is ensured through a specialized EDI application equipped with its own database. This is integrated into the company's infrastructure, ensuring high-quality management and control of data flows within their system. A crucial component of the solution is the bidirectional data conversion from the UN/EDIFACT format to Yusen Logistics' internal format.

The EDITEL CZ team designed specific conversion plans to seamlessly integrate data from exchanged documents into the Warehouse Management System (WMS). The implementation took place in several stages, encompassing various message types:

- DESADV messages (despatch advices) were both sent and received
- INVRPT messages updated suppliers on current inventory levels
- INSDES messages (shipping orders) were received

Specifically for the automotive sector, additional conversion plans were designed to relay specialized messages like DELJIT and DELFOR. These provide insights into the precise sequence of deliveries in the Just-in-Time (JIT) mode and the delivery schedule.

© Yusen Logistics

An integral component of the solution is the eXite_link communication module for direct interaction with the eXite® network. This supports all its services and functionalities, offering a secure communication channel for transmitting electronic documents in the UN/EDIFACT standard on EDITEL's international communication platform, eXite®.

Today, EDI technology fundamentally enhances transparency and control over the company's logistical processes.

Yusen Logistics

Yusen Logistics s.r.o. has been operating on the Czech market since 2002 and has since established itself as a major logistics player. The company currently employs over 650 professionals across eight branches in the Czech Republic and two in Slovakia, managing more than 88,000 m² of warehouse space. Backed by a robust international organization, Yusen Logistics offers unique logistics solutions paired with advanced information management. The company provides top-tier services across the entire supply chain.

www.yusen-logistics.com

"AT THE END OF THE DAY, WHAT MATTERS IS CUSTOMER SATISFACTION …"

A lot has happened since 2020, when EDITEL successfully carried out the migration of the entire EDI system from the former ÖBB environment for Raben BEXity GmbH.

In addition to ensuring ongoing EDI operations with approximately 5,000 to 20,000 EDI messages daily, EDITEL, as the EDI service provider for Raben BEXity, handles an additional 15 to 20 new client connections annually. Behind this often lie detailed and time-critical coordination processes where smooth and trustful collaboration is crucial. In the interview below, Robert Blum, IT Director at Raben BEXity GmbH, explains why this partnership works so well and shares his thoughts on the main challenges in the EDI sector:

Robert Blum, IT Director, Raben BEXity GmbH

Robert Blum, IT Director, Raben BEXity GmbH

What has changed in the ongoing EDI operations since the migration two years ago and what challenges have arisen?

Robert Blum:
Our focus is to always offer our clients the best service they can get. In the realm of EDI, this means guaranteeing timely implementations and correct integrations at all times. As a client, I am aware that we often pass on stress, but the short turnaround time is always the biggest challenge for us. However, up to now, we have always met all deadlines, and I can't recall a time when we had to call a client saying, "sorry, we can't do that." So, kudos to EDITEL for a job well done!

In which business areas is EDI particularly essential for your company and why?

For us, it's less about specific business areas – EDI is valuable where there's volume. For instance, with high-end or major clients who need a different quality of service, like receiving feedback on individual orders.

Are there other areas at Raben BEXity where you see potential for EDI?

Yes, but it's a fluid structure. We're highly focused on EDI and also use it for our mid-tier and smaller clients because it's considerably more efficient.

What are the key aspects of your partnership with EDITEL?

Our partnership is based on a straightforward concept: we determine the content, and EDITEL handles the technical aspects in the background. This reflects everybody's focus and has worked splendidly over the past couple of years.

© Raben BEXity GmbH

Which Raben BEXity teams are in contact with EDITEL?

We keep things pretty lean here, so we have one person in charge of interfaces who is deeply involved and focused solely on that.

How has your collaboration with EDITEL been, and how do you perceive their expertise and support?

The collaboration has been top-notch and operates at a very high level. It's par for the course to have various coordination topics – but as long as business is running, those are just minor details. At the end of the day, what matters most to me is customer satisfaction.

Do you see any room for improvement?

No, because we get exactly what we ask for, so it's all good.

If Raben BEXity no longer had EDI, then …

... we wouldn't transport anything – that's a fact. We would not be able to perform transports without working with Electronic Data Interchange, as 75% of our orders are based on it, with many subsystems connected as well. For instance, for a partner company to provide their client with information about a shipment, they rely on feedback from their freight forwarders. So, if we can't provide feedback, the end client doesn't get any information about their shipment. This is precisely why EDI is simply indispensable for the kind of logistics services we provide.

Where do you see the most significant benefits of EDI technology in general?

It speeds things up and thereby frees up resources. We always aim to offer the best service at the best price in the market – EDI helps us achieve that.

What are Raben Bexity's general goals/strategies regarding digitalization?

We are already highly digitalized, but our degree of digitalization and the requirements we face always depend on our environment.

If you had to compare your collaboration with EDITEL to a city in Europe, which one would it be?

Vienna. A city that is always touted as the most livable and of the highest quality in various rankings, even if its residents can be grumpy. ;-)

Raben BEXity GmbH

Raben BEXity GmbH, as a part of the international Raben Group, is the leading logistics specialist for general cargo, charter, and warehousing in Austria. The company has 15 locations across the country, employs 650 people and delivers over 10,000 shipments daily. A significant reliance on rail transport allows for low-emission transportation and sustainable solutions.

www.raben-group.com

Raben BEX^ITY

EDI – THE DIGITAL ENGINE OF LOGISTICS

Efficient, transparent, and above all, secure supply chains are the linchpin for a successful transition to Logistics 4.0. EDI serves as the digital engine providing the necessary drive to achieve this goal.

At its core, the role of the logistics industry is to deliver the right product, in the right amount, at the right time, to the right place. As if this weren't challenging enough, recent developments have introduced even more demands. These include reducing transportation costs, navigating the mobility shift with rising energy and fuel prices, driver shortages, and heightened consumer expectations for delivery times in e-commerce. To meet these growing challenges while also keeping pace with growth, the industry needs to remain flexible through automation, digitization, and networking, and be prepared for all – even unforeseen – eventualities. A major success factor, and thus a competitive advantage for the industry, lies primarily in having functioning supply chains.

A tried-and-true tool

Speed, flexibility, and transparency – this essentially summarizes the competitive edge in logistics. And it's not that hard to achieve, at least not for companies employing Electronic Data Interchange (EDI). A proven technology that, even after nearly 40 years, remains a cornerstone of modern logistics. According to EDITEL's CEO Gerd Marlovits, the reason for this is very simple: "EDI has reliably ensured efficient, cost-effective, and transparent business processes in the supply chain for many years. And that is exactly what we need more than ever!" To work effectively with EDI as a tool, Mr. Marlovits notes, "the biggest challenges in logistics lie in

© TKL

© Frigologo

managing vast amounts of data and coordinating with a myriad of different business partners, each with unique requirements." To address this, problem-solving skills and process understanding are essential, which EDITEL brings to the table from decades of experience working with numerous well-known logistics companies.

Freshness needs reliable processes

One such company specializing in temperature-controlled food logistics is TKL Group, for which EDI has become indispensable for the quick, error-free, and traceable handling of order and delivery processes. At TKL, all processes – from order receipt, goods receipt, delivery, to invoicing – are fully mapped via EDI and exchanged via EDITEL's eXite® platform. "Our data exchange is in good hands with EDITEL, our EDI partner. With this system, we can reach all our clients through a single connection, simplifying the process and ensuring reliable handling of the hundreds of thousands of orders we receive each year," notes TKL's CEO, Wilhelm Leithner. Additionally, TKL offers its producers scheduling services via EDI. Depending on the client, the entire scheduling is taken over or only the data relevant for scheduling are made available electronically.

New and time-tested

The partnership between EDITEL and Frigologo, a food and refrigeration logistics specialist, dates back to 1994. At Frigologo, electronic messages accompany and coordinate the entire material flow. EDI is used, among others, to notify deliveries to the warehouse from different suppliers, confirm their receipt and inform about batch changes. "This allows us to handle nearly 100 orders in just 2 minutes, which is crucial given our 6-hour turnaround time," says Rolf Stobbe, the IT department manager at Frigologo. Beyond these ongoing processes, EDITEL also undertakes

"special projects" for Frigologo, like the new process for co-packaging, implemented last year in partnership with a renowned confectionery manufacturer. According to Mr. Stobbe, this "was so professionally executed by EDITEL that it serves as a best practice example for future projects of this kind."

Everything in motion

One of EDITEL's more recent logistics clients is Raben BEXity GmbH, which manages over 10,000 goods transports daily with EDI support. They process a multitude of different data formats and processes daily, including transport orders, consignment notes, or invoicing. "Given our extremely data-intensive and time-sensitive processes, it was clear from the start that we needed an EDI expert with the necessary expertise and human resources," says Robert Blum, the IT manager at Raben BEXity in Austria responsible for all EDI operations. For more insight into this project, read the interview on page four.

As these examples show, EDI in logistics hasn't only revolutionized the past few decades, but everything continues to move forward. And now, more than ever, the "digital engine EDI" provides the best conditions and the necessary drive to lead the industry into the era of Logistics 4.0.

TKL Lebensmittel Logistik GmbH
www.tkl.at/en

Frigologo
www.frigologo.com

Ravens BEXity
www.raben-group.com

OMV BOOSTS ITS SUPPLY CHAIN EFFICIENCY WITH EDI

For many drivers, a trip to the petrol station isn't just about filling up the tank. It's also a chance to access various amenities that enhance our overall travel experience.

With 140 stations in the Czech Republic and nearly 100 stations in Slovakia, OMV isn't just a petrol station operator, but a leading provider of multifaceted service centers. Refreshments such as daily fresh treats, cold and hot meals, a broad selection of beverages as well as premium coffees are always available at OMV stations. But to consistently deliver top-quality products across all these outlets, it's crucial to have seamless, efficient, and rapid processes for digital document exchanges – that's where EDI comes in, working hand in hand with trusted suppliers.

EDI – the common language of petrol stations and their suppliers

For OMV, the reliable transfer of standardized EDI documents has become indispensable. Indeed, EDI has long been a staple for OMV in Slovakia. For many years, OMV has been exchanging thousands of ORDERS (EDI orders) and INVOIC

"We needed an experienced partner for the expansion of EDI in Slovakia and the new launch in the Czech region. EDITEL has more than risen to the occasion, so we're eager to deepen our partnership as we recognize the immense potential EDI holds for us."

Nándor Majzik, Senior Expert IT Coordination & Demand Manager OMV CZ/SK/HU

(EDI invoices) messages monthly with a variety of suppliers, including manufacturers and distributors of fine gourmet goods like baguettes, sandwiches, and beverages, all through EDITEL's services. Over the past year, EDI operations in Slovakia have been gaining further momentum and relevance thanks to an expanding partnership with BILLA, one of the primary suppliers for the petrol station chain. Thanks to our eXite® Business Integration Platform, EDITEL serves not only as the technical backbone for EDI transmissions but also as a go-between during the rollout and testing of EDIFACT structures for orders and invoices. The use of both EDI orders and invoices is streamlined since all products at OMV service stations in Slovakia are directly owned by OMV, making them the direct billing contact for suppliers.

© OMV

EDITEL: a trusted partner

OMV's subsidiary in the Czech Republic launched its EDI implementation in early 2023. This move was primarily driven by the need to automate foundational business interactions with major Czech suppliers. However, the key difference compared to Slovakia is the business model. In the Czech Republic, OMV predominantly uses a model of standalone service station operators who handle the retail sales of products and refreshments. As a result, each operator acts as an individual billing entity. For its EDI deployment, Czech OMV is focusing on the adoption of DESADV (electronic despatch advice) messages. This expedites the goods receipt process at specific petrol stations, integrating seamlessly into the unified station cash register system. This blend of EDI messages ensures optimal efficiency. JIP východočeská a.s. has become a pilot EDI partner for OMV in the Czech Republic. Thanks to swift and cooperative efforts, ORDERS have been rolled out at select OMV stations and DESADV message testing has concluded. Following the Slovakian approach, OMV in the Czech Republic has integrated EDI with BILLA, with the first ORDERS tests already underway.

Growing in the food and premium snacks segment

In 2016, OMV introduced its acclaimed Fairtrade coffee to Europe, placing a significant emphasis on its grab-and-go snack selection. The assortment was expanded to include fresh-made sandwiches crafted from recipes by the renowned Italian chef and restaurateur Emanuele Ridi. As OMV continues to modernize and revamp their station interiors, the quality of their snacks and coffee has taken center stage, underscoring the company's dedication to customer satisfaction.

OMV

OMV, originally known as Österreichische Mineralölverwaltung (ÖMV), is an Austrian conglomerate established in 1956 and headquartered in Vienna. The company primarily specializes in oil refining and fuel production. Across Central Europe, OMV boasts a network of over 2,500 petrol stations under its brand name. As one of Europe's premier companies, OMV operates in 13 countries and provides employment for over 34,000 individuals.

OMV was one of the first petrol station networks to penetrate the former Czechoslovakian market after the Velvet Revolution. By October 1991, it had opened its first station on the D1 motorway in Pávov, then operating under the ÖMV brand. The company consistently channels resources into the growth and enhancement of its network. Presently, with 140 active stations, OMV continually addresses the evolving requirements of its clientele, transforming petrol stations into inviting rest stops offering quality refreshments for travelers.

1994 saw the opening of the first VIVA store at an ÖMV petrol station. The change of the company's name to OMV was made public a year later, in June 1995. OMV's growth in the Czech market included the acquisition of BP retail and petrol stations network in 1998, followed by a comprehensive redesign and rebrand of all sites. In 2005, OMV acquired another 70 Aral stations in the Czech Republic. That same year, the company began catering to drivers with next-gen diesel engines by offering AdBlue refueling options. This was complemented by the introduction of a revamped design for its VIVA stores in 2006.

OMV was one of the first fuel retailers to strongly advocate for the e-mobility segment. The first-ever IONITY fast-charging station in the Czech Republic was inaugurated at an OMV service station in 2019, and dozens of PrePoint fast-charging stations are currently being rolled out, courtesy of OMV's collaboration with PRE.

www.omv.com

POLAND TO INTRODUCE MANDATORY B2B E-INVOICING (KSEF)

From July 2024, Polish companies will be required to submit invoices electronically to the National e-Invoice System (KSeF – Krajowy System e-Faktur). Unlike most previous regulations, this includes not only B2G but also B2B transactions, resulting in significant changes.

In recent years, e-invoicing has become a topic of particular interest for many countries in Europe. The EU Directive 2014/55/EU requires all public administration bodies in all member states to accept e-invoices since 18 April 2019. With KSeF, the "National System for e-Invoices", Poland has now taken a step further. One of the main reasons for the introduction of comprehensive e-invoicing (B2B and B2G) is to prevent tax fraud. In brief, KSeF serves as an official clearinghouse of invoices in structured form.

"EDITEL Poland offers a simple and standardized solution for companies to participate in KSeF. "

invoices in the required format, validate their contents and subsequently transmit them to the central KSeF clearing house. The full automation of the invoicing process via KSeF Connect aligns with all (legal and technical) requirements set by the authorities.

Due to the approaching deadline in July 2024, it is advisable to start preparations promptly. If your company needs assistance with KSeF regulations, feel free to contact our experts.

Since 1 January 2022, there has been the option of submitting electronic invoices via this platform, provided the invoice recipient desires it or has the technical capabilities. From July 2024, the use of KSeF will be mandatory for all companies and institutions.

Six months to a year for implementation

Companies now face the challenge of connecting their accounting systems to KSeF, which is done via so-called APIs. In addition, it is equally important for them to be able to provide the necessary invoice information in the appropriate data structure. Depending on the technical environment, this implementation may well take several months.

KSeF Connect – the easiest way to KSeF

EDITEL Poland offers a simple and standardized solution for companies to participate in KSeF. Depending on the requirements, KSeF Connect can be used as an add-on to an existing EDI solution or as a module directly from the ERP software. The main functions of KSeF Connect are to create structured

INVOIC

INVOIC (invoice) is a message in line with the EDIFACT standard used to exchange billing information, usually sent by a supplier to a customer. In the field of fast-moving goods, it is quite often accompanied by an electronic signature, while in the automotive industry, the self-billing option (invoice issued by the customer on behalf of the supplier) is widespread.

SLEEK INTERIORS AND THE TECH BEHIND THEM

In the automotive industry, using EDI systems is now par for the course. With this technology, companies can supercharge their automation, sharpening accuracy and sidestepping those all-too-common human mistakes and communication hiccups.

Using universal data exchange formats like ODETTE, VDA, ANSI X.12, and EDIFACT, businesses can easily partner up no matter where they're based.

MONO-Ipolyfabric Kft.'s factory in Ipolytölgyes is famous for its top-tier automotive design elements. But what's driving this outward finesse? What tech wizardry brings these intricate touches to life, even if they're often out of sight? Let's take a peek behind the curtain.

Gauss Számítástechinkai Kft., an IT company headquartered in Vác, pulls the digital strings at MONO. They're at the helm of everything tech for MONO-Ipolyfabric Kft., from access systems and ERP systems to EDI operations and the entire IT infrastructure.

The project

Initially, setting up EDI links was only needed for major partners like Audi and Porsche. Fast forward to today, and it's a must-have for pretty much everyone in the car game.

When starting a new project, partners drop a line to MONO-Ipolyfabric Kft.'s tech team about their EDI needs. With a helping hand from the team at Gauss Kft., they then weave this message format into their in-house ERP system. As the EDI service provider, EDITEL then establishes the connection with the partner.

Usually, partners send DELFOR and DELJIT messages in either EDIFACT or VDA code. In response, they receive DESADV messages tailored to the project's workflow or the VDA and ANSI X.12 equivalents.

"Our experience with EDITEL? A smooth ride all the way. Their team has been solid gold. Staying in the loop throughout the whole EDI setup journey is usually key,"

Zsolt Patrik Furák, senior developer at Gauss Kft.

The type of messages exchanged can vary, depending on the partners' needs and project specifications. This system seamlessly integrates into all partners' tech and business operations, leveraging the strengths of each message type.

Right now, we have EDI connections with over 10 OEMs and top-tier car suppliers, and that number is on an upward curve. The triad of MONO-Ipolyfabric Kft., Gauss Informatikai Kft., and EDITEL consistently seek to evolve and keep the EDI systems in tip-top shape, catering to the latest demands.

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MONO-Ipolyfabric Kft.

A proud member of the renowned MONO Group, MONO-Ipolyfabric Kft. crafts cutting-edge, top-shelf vehicle accessories for the who's who of the car world.
For over thirty years, MONO has been designing decorative masterpieces for the world's premier car brands, with names like Audi, Porsche, BMW, Mercedes, Jaguar Land Rover, Aston Martin, and Lamborghini on their roster.

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