

How much can you save with electronic data?

Presenters:
Donna Perkins

Agenda

- Housekeeping
- Presenters
- About Conexus
- Presentation
- Q & A

Housekeeping

This webinar is being recorded and will be made available in approximately 30 days.

- YouTube (youtube.com/conexxusonline)
- Website Link (conexxus.org)

Slide Deck

- Survey Link – Presentation provided at end

Participants

- Ask questions via webinar interface
- Please, no vendor specific questions

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Presenters

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Moderator

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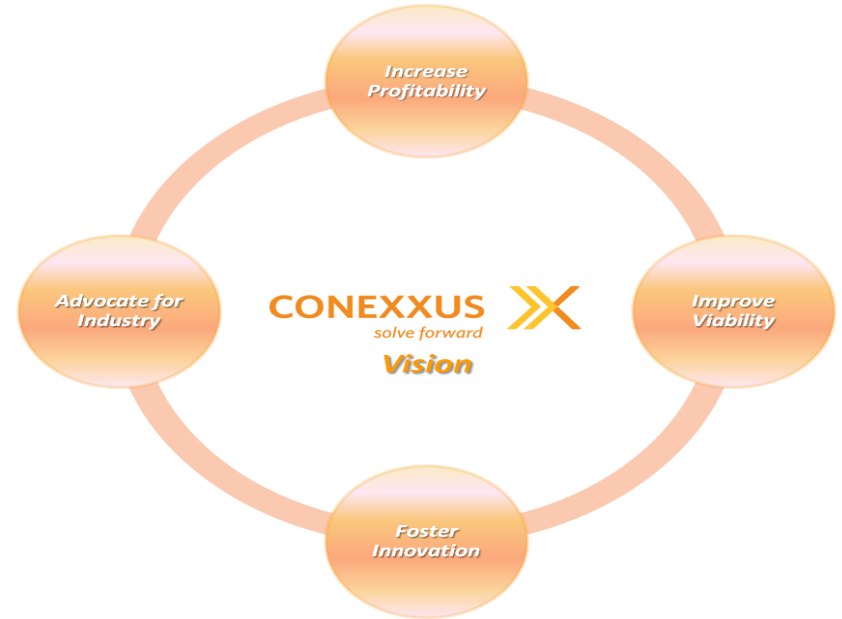
Speakers

Donna Perkins

E-Z Stop Foodmarts, Inc.

About Conexxus

- We are an independent, non-profit, member driven technology organization
- We set standards...
 - Data exchange
 - Security
 - Mobile commerce
- We provide vision
 - Identify emerging tech/trends
- We advocate for our industry
 - Technology is policy



2017 Conexus Webinar Schedule*

Month/Date	Webinar Title	Speaker	Company
July 27, 2017	Third Party Risk Management: How to Identify and Manage Data Security Risks from your Vendors	Sam Pfanstiel	Coalfire Systems
August 31, 2017	Using the NIST Cybersecurity Framework to Guide your Security Program	Chris Lietz	Coalfire Systems
September 28, 2017	Things & Impact of Bring Your Own Device to the Workplace	Bradford Loewy Jeff Gibson	Dover Fueling ControlScan
November 28, 2017	Payment Security & Risks: Controls and Processes for Securing Payment Transaction	Terry Mahoney Clint Cady	W. Capra W. Capra
December 14, 2017	How Much Can You Save with Electronic Data?	Donna Perkins	E-Z Stop Foodmarts

2018 Conexus Webinar Schedule*

Month/Date	Webinar Title	Speaker	Company
January 25, 2018	Securing and Penn Testing your Mobile Payment App	Neil Bergman	Synopsys
February 22, 2018	Unified threat management: What is it and why is it important?	Thomas Duncan	Omega
March 2018	Penetration Testing: How to Test What Matters Most	Sam Pfanstiel & Coalfire Lab Personnel	Coalfire
May 2018	QIR Program Update	Chris Bucolo	ControlScan

2018 Conexxus Annual Conference

April 29 – May 3, 2018
Loews Chicago O'Hare
Chicago, Illinois

More about Sponsorship Opportunities & Registration:
www.Conexxus.org



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Donna Perkins, Pricebook Manager
E-Z Stop Foodmarts, Inc.



A little background information

- 23 Stores in East Tennessee
- Receiving electronic pricebook files from one vendor
- Receiving electronic invoice files from 5 vendors
- Working on a beverage vendor for electronic files now
- Electronic payments with 2 large trade vendors
- Working on electronic payments for one more now.



More imports

- Fuel BOL (bill of lading)
- Fuel invoices
- Supplier EFT imports
- Bank statements
- Credit card recon

What's in it for me?

- Labor savings – invoice imports save your store manager's time. We save over \$23,000 per year on a vendor with numerous cost issues.
- Labor savings – Administration labor also decreases with fewer errors to correct. Items hit inventory correctly. Invoices hit accounts payable correctly. Reduce missed invoices.

What's in it for me?

- Labor savings – Accounts payable labor is reduced by electronic statements and electronic payments.
- Implementing electronic payments can reduce your banking costs also.
- No more beer checks.



What's in it for me?

- Accurate data – invoice imports save admin by getting data in the system correctly. The merchandise is received at item without human labor.
- Accurate data – inventory is cleaner which provides the operations team with better information for loss prevention and more.

“INVOICE”

- I receive PDN, ASN, and invoice documents – I use all of these as an “invoice” – meaning I update inventory and accounts payable with these electronic documents.



ROADBLOCKS

- I use PDN (pre-delivery notification) and ASN (advanced shipment notice) to overcome a roadblock that has hindered implementation in our retail channel. PDN and ASN are normally delivered the day of delivery. No lag time.

Include your entire supply chain

- We send orders electronically to grocery supplier.
- We also send credit requests to grocery supplier.
- We send sales data to an retail analytics company, and suppliers – this can provide a small revenue stream.
- Keep looking for processes that provide savings through electronic data.

STRONG FOUNDATION

- A strong, living pricebook is critical to electronic invoices. You cannot walk this path without committing to the heavy lifting on your pricebook.

Don't Forget Security

- Make sure you check with IT every time you add a process that connects your server to the outside world.





- Website: www.conexxus.org
- Email: info@conexxus.org
- LinkedIn Profile: [Conexxus.org](https://www.linkedin.com/company/conexxus.org)
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