

Prepare the “3-Way Match”

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Agenda

1. Introduction
2. 3WM Business Plan GS1 Belgilux
3. Benefits & Barriers
4. Solution? THE solution!
5. Issues with the solution
6. Way forward
7. Memorandum of Understanding (MoU)
8. Conclusion

1. Introduction

- eCom ambitions Carrefour

On behalf of the 4 major Belgian retailers



2. 3WM Business Plan GS1 Belgilux (1)

'3-Way Match' ('3WM')

Goal of the project

- Promote use of '3WM'
- Harmonize eCom messages ORDERS, DESADV, INVOIC

Milestones

Phase 1: compose working group & define project plan.

Phase 2: work out “ideal” eCom messages based upon retailer’s input

Phase 3: Planning pilot projects

Phase 4: Pilotprojects & intermediary evaluation

Phase 5: Reporting pilots and elaborate a Business Case.

2. 3WM Business Plan GS1 Belgilux (2) Our targets

	GS1 Belgilux 4.850 members	Objective 2011 5.100 members
Barcodes:		
• Consumer Units	88%	90%
• Groupings	53%	60%
• Logistic units	30%	40%
• Traceability system (with GS1 standards)	47% (16%)	50% (25%)
eCom:	28%	50%
EANCOM/Web-Edi/XML	24% / 7% / 10%	
Datasync	7%	20%
EPCglobal	R&D phase	Tbd later

3. Benefits for:

a. Suppliers

- quality and efficiency of delivery preparation based on (integrated) order;
- invoice based on retailer's effective reception (hence on correct DESADV);
- **invoice matching / less mistakes;**
- archiving of dematerialized Invoice.

b. Retailers

- quality of goods receipts;
- quality and efficiency of invoice introduction;
- **invoice matching / less mistakes;**
- archiving of dematerialized Invoice.

3. Barriers for:

a. Retailers

- differences in documents;
- communication with SMEs;
- number of suppliers;
- investments to link with back-office systems;
- different departments involved.

b. Suppliers

- lack of resources (personnel, funding, ...) in SMEs ;
- difficult to measure and identify **Rol**;
- pressure of retailers;
- no coherence in message exchange.

4. Solution?

1. Publish 1 standard message for ORDERS, DESADV and INVOIC?

Carrefour standard !

2. Let the supplier choose what to communicate?

Spaghetti syndrome !

4. THE solution!

GS1 Belgilux as facilitator:

1. Define “ideal” messages, leaving out retailer specific attributes (“**95-5**” rule);
2. Partnership with Solution Providers to harmonize the data entry;
3. Web-based testrobot CALIMERO;
4. Set-up of joined pilot projects + guidance;
5. Further roll-out together with retailers (assistance retailers, suppliers).



5. ISSUES with the Solution

1. Understanding of GS1 standards
(GLN, GTIN, data alignment, EANCOM[®], ...);
2. Involvement of different dpts. within a company
(logistics, IT, legal department, accounting, ...);
3. Involvement of different external parties
(Solution Providers, carriers, Logistic Service Providers, ...);
4. Implication SMEs is too limited !
5. CEO must be “**believer**” !!
(in Rol & future impact)

6. Way forward

- Extend 3WM community:
 - more retailers;
 - more suppliers.
- Assistance by GS1 Belgium & Luxembourg:
 1. raise awareness + **implementation guidance**;
 2. SPs;
 3. Pilot → Live.

7. Memorandum of Understanding (MoU)

- Why?
- One vision One document One standard
- Prepare migration path

8. Conclusion

Are you interested to start with 3WM ?

Let us know and join the project !

We manage your eCom path!

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Thank you for your attention !

Q & A



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