



TABLE OF CONTENTS:

GS1 Belgilux Partnership	1
Events & Training Calendar	2
GS1 Belgilux Project status	3
News from GS1 Global	4

GS1 BELGILUX PARTNERSHIP

Who needs accreditation?

As a partner of GS1 Belgilux you work according to the GS1 Standards. This gives your customers the assurance that the solutions that you will develop for them are in line with these global guidelines. But how do you communicate this to your customers?

Solution providers who put time and effort into working according to GS1 Standards are crucial to GS1 for maintaining our standards. And these standards are essential to your customers. Not adhering to them causes losses due to inefficiency and is bad for business relationships. We would like to value the time and effort you invest into our standards via accreditation.

Accreditation refers to an acknowledgement by GS1 that a certain solution provider masters knowledge about GS1 standards. This is not to be confused with the certification of solutions. There are several ways to put this into practice. We like to refer to the example of [GS1 UK](#).

GS1 Belgilux would like to invite all partners to send their feedback on this topic to L.VandenBossche@gs1belu.org. Help us in better understanding and serving your needs.

We welcome our new Partners

We are pleased to welcome a total of 40 partners, of which 5 new partners in 2011.

Our new partners are AUCXIS TRADING SOLUTIONS, BE NATURAL, ORYX, PHI DATA and TIE KINETIX. The full partner list is to be found [here](#), or by selecting 'partner' in the solution provider finder.



Do not hesitate to contact dvertroost@gs1belu.org for any questions or suggestion concerning your partnership or the contents of this newsletter.

NOTE: Most links in this Newsletter refer to the French pages of our website – through the language switch you will be able to read the Dutch equivalent page. Links that refer to the GS1 Global or GS1 Netherlands website are only available in respectively English or Dutch.

Partner Benefits

Did you know that as a GS1 Belgilux Partner you are entitled to one free case study in our magazine LINK? Send an email to dvertroost@gs1belu.org for more details. Also you get a 30% discount on one advertisement in LINK each year. This can be a small ad or a full page. Check out our prices [here](#).

EVENTS AND TRAINING CALENDAR

New Free Trainings!

Between November 2011 and June 2012, several trainings are scheduled on one of the following topics: GS1 Barcodes & Identification, eCom for starters, CDB/GDSN. We would like to draw your special attention to our **new** training 'GS1 standards in Healthcare' which will take place on 25th April. All these trainings are free of charge and held in our [offices](#). See our [training calendar](#) for more information and registration.

Are you satisfied with these trainings? Do you need trainings on other topics or do you want to go more in depth? We welcome your feedback at dvertroost@gs1belu.org.

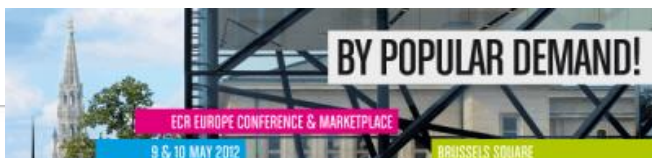
Catman Advanced Training



On February 9, 2012 we organize the successful Catman Advanced Training. As a partner you can participate at the reduced membership fee. Follow the link for more information on our [category management courses](#).

ECR Europe Conference

The [ECR Europe Conference](#) will return to Brussels Square Meeting Centre on May 9 & 10, 2012. The theme is 'The Next Generation'. Key question is 'how is the latest technology and thinking impacting on all kinds of core business issues from marketing to data privacy and the supply chain?' Early bird rates apply until the end of 2011.



Another interesting benefit is your presence in the [Solution Provider Finder](#) on our GS1 Belgilux website. Furthermore you can enter your company data in the [Global Solution Provider Finder](#). The Global SP Finder continues to grow, with new categories that will enable retailers, manufacturers, hospitals etc. to find the solution provider they need. If you haven't updated your entry recently, give it a quick review. If you have not yet created an entry, simply email gspp@gs1.org to request a login.

GS1 Belgilux Forum 2012

Our annual [Forum](#) will take place on 13th March, from 9 am until 2.30 pm. The theme is 'Everybody wins with good data'. A clear message which refers to offering trusted product data to consumers. We will soon contact you with information on the sponsor opportunities.

Successful MobileCom Day 2011

On 29th June, GS1 Belgilux participated for the second consecutive year in the GS1 MobileCom/B2C Day, a virtual event spanning every continent with the goal of educating companies on the need for authentic product information. Over 400 people from 32 countries took part in this event. Capgemini presented its report 'Beyond the Label'. This report shows how consumers' lives are changing due to the new technologies they use at home, at work, in stores and on the go – and how this is impacting their shopping and consumption behaviour. This requires that brands and retailers develop a new relationship with the consumer, one where trustworthy information is the key issue. Authentic digital product information is what the industry needs to ensure future growth. Interested? Download the presentations held at the GS1 Belgilux MobileCom Day and the report 'Beyond the Label' [here](#).

3 Way Match event

More than 180 people attended our '3 Way Match' (=Order To Cash) event of 24th October. Our aim was to inform SME's of the benefits of EDI for their company, how their customers, the major retailers, operate and how to get started. First they need to find a solution provider able to tailor to their wishes. We thank our partners; @GP, B2BOOST, BABELWAY, CERTIPOST, EDICOM, GENERIX, INTERCOMMIT, SEEBURGER and SRC for their collaboration in this event. The PowerPoint presentations can be downloaded [here](#).



GS1 BELGILUX PROJECT STATUS

GS1 Belgilux GDSN

GS1 Belgium Luxembourg already welcomed 111 companies in the new Central Data Bank (CDB), our local GDSN data pool, of which 108 data suppliers and 3 data recipients.

We are currently running 'Interconnect' projects with Carrefour, Delhaize, Makro and Nubel; we also support our members in migrating from another GDSN data pool. In total the CDB currently registers 25.000 items.



Specific GDSN attributes to the **DIY & garden industry** have been tested by two suppliers and have been approved. In order to launch GDSN in this new sector, we are

setting up a new workgroup, called 'data synchronisation'. This workgroup will define the most optimal data model. As soon as this has been accomplished we will contact our partners to guide them when implementing this in their solutions.

GS1 Belgilux wants to put a stop to bilateral, expensive and inefficient **exchange of product pictures** and related documents (such as MSDS, certificates). Therefore we are launching a workgroup that will investigate the business requirements of a web based picture database linked to the product's GTIN. This provides an interesting challenge to solution providers since suppliers will require a mass upload tool for their GTIN's and the related pictures. Retailers will call for mass download functionalities.

Coupon Data Pool

The first version of the Coupon Data Pool software has been handed over in September and the pilot companies have been trained. The retailers are now in the process of finalizing the link to their POS systems and we expect the pilot to start in January 2012. The approval from the ruling commission is about to come through. Once all parties involved feel confident with the system, the roll-out involving other coupon issuers will follow.

GS1 Belgilux eCom

A new sector often requires a revision of existing standards. The **DIY and garden industry** is a new industry for GS1 Belgilux with specific challenges. Together with the sector we observed that optimizing the return merchandise management (RMM) is essential. Next to the standard EDI messages, ORDERS, DESADV and INVOIC the RMM messages will contribute to huge time savings and consequently lower costs. GS1 Belgilux wants to stimulate the entire sector in using these messages.

In order to inform the entire sector and involve it in this new evolution, GS1 Belgilux launches a workgroup, the **RMM workgroup**. For more details on RMM messages in the Belgilux market, contact our helpdesk eCom.support@gs1belu.org.

GS1 DataBar

[GS1 DataBar](#), a new, more compact barcode for retail has been launched. The DataBar can contain more and variable data in a more compact format.

Colruyt is the first retailer to implement GS1 DataBar, in the first phase only on fresh pre-packaged items sold by variable weight. GS1 Belgilux assisted Colruyt during the pilot phase and roll-out. At an information session in June, all relevant manufacturers were informed on what to do, how to do it and when to be ready. We want to thank our partners, UP TRACE, TOSHIBATEC, PHIDATA, ETILUX and ZETES, for participating in this event and demonstrating their solutions.



NEWS FROM GS1 GLOBAL

GS1 Global

Discover the GS1 Global [SOLUTION PROVIDER ZONE](#), this zone contains all information regarding the collaboration program with solution providers at global level.

If you are interested in **networking opportunities** within GS1 worldwide, you will be happy to learn about interesting options to do so at our **Global Forum** in February 2012. This forum is an internal event for all GS1 MO's worldwide, and for the first time solution providers will be offered the opportunity to occupy a booth at the Market Place along with many more sponsor packages. Since Brussels is our meeting place, this is especially interesting to Belgian based companies. Find out [more](#) or contact Gwen.Lurie@GS1.org.

GS1 eCom

Do you need more figures to prove the case of Electronic Data Communication (EDI)? Are your customers still not convinced of a fully electronic order-to-cash process? We offer interesting [reports and case studies](#). One such case study is from L'Oréal and demonstrates how order-to-cash helped in generating impressive cost savings. The complete article is available on page 8 of this [GS1 Digest](#) (a GS1 Global newsletter).

We also would like to refer to the [results of The Global Scorecard for 2010](#). This yearly benchmark study organized by The Consumer Goods Forum, measures the implementation of GS1 standards and business utilities as well as the business results. In 2010 results were gathered from 5.280 companies from over 50 countries. The results show that implementation of the relevant EDI messages improves invoice accuracy and decreases distribution costs and out-of-stock situations. The exact figures can be found in the [report](#).

GS1 Healthcare

If you like to stay informed on what happens within GS1 healthcare, please [register](#) for the newsletter. We are proud to announce that the new [GS1 Healthcare reference book 2011-2012](#) is now available online. The next [Global Healthcare Conference](#) will take place in Sydney, Australia from 20th until 22th March 2012 (detailed program and online registration will be available soon). All info and presentations of the past healthcare conferences can be found [here](#).



Read [this](#) interesting **case study** on how Siemens Healthcare Diagnostics assigned a GTIN to a significant portion of their worldwide products. In parallel they entered product data into the GDSN for all US products, using the GHX Health ConneXion™ data pool. Currently they are assigning themselves Global Location Numbers, GLN's. The next step is to include their customers and to integrate GLN's in electronic transactions.

GS1 GDSN

Latest [news on GS1 GDSN](#) and the latest up-to-date [statistics and facts about GDSN adoption](#), implementation and use are available online. We can already tell you that there are currently more than **eight million** items registered in the GS1 Global Registry. The Global Registry is the GDSN's network facilitator and information directory. The more items in this registry, the more information can be exchanged fluidly among companies. The achievement of this milestone figure is a testimonial to the widespread adoption and use of the GS1 GDSN around the world.

We added an interesting new flexibility in [sharing GDSN data with 3rd party recipients](#). Currently GDSN Data Pool Contracts do not explicitly allow Data Pools to facilitate the distribution of GDSN data outside the network. Recently a way has been defined for a trading partner to send trusted data outside of the pool, thus allowing for new applications like B2C communication. Find out the [details](#) of this new agreement.

GS1 EPC

If you are interested in learning about the recent RFID developments, register for the newsletter on <http://discoverrfid.org/>.

One interesting case to be found there examines the use of [RFID in shoe and clothing stores](#) around the world. RFID tagging of apparel is one of the largest and fastest growing RFID applications in the business world. Industry experts predict that more than 1 billion RFID tags will be used in apparel stores in 2011, coming from approximately 70 million tags in 2009, a phenomenally explosive growth rate. Why is this sector booming? RFID makes it faster, easier and more accurate to buy, ship, stock and sell clothes and shoes. It makes it simpler and quicker for stores to keep their inventory up to date. It helps shoppers be sure they'll find the sizes and styles they want. And RFID tags can even be part of an anti-shoplifting solution.

