

QuickScan Integration-solution

“It always seems impossible until it’s done”

Nelson Mandela

Enosym is an independent expert in digital supply chain integration. Enosym provides guidance and support for navigating the complexities of integration solutions. Our expertise empowers you to make informed decisions.

Explore how Enosym kickstarts your company with our proven strategic roadmap! The **QuickScan** is a rapid and efficient method to gain an overview of your current situation, identify Gaps, risks, challenges and assess processes. It delivers a concise analysis that sheds light on the critical aspects for implementing a new integration solution quickly.

We identify two important decision points for a new integration solution:

- Replacing manual processes.
- Migration to a new ERP or another underlying system.

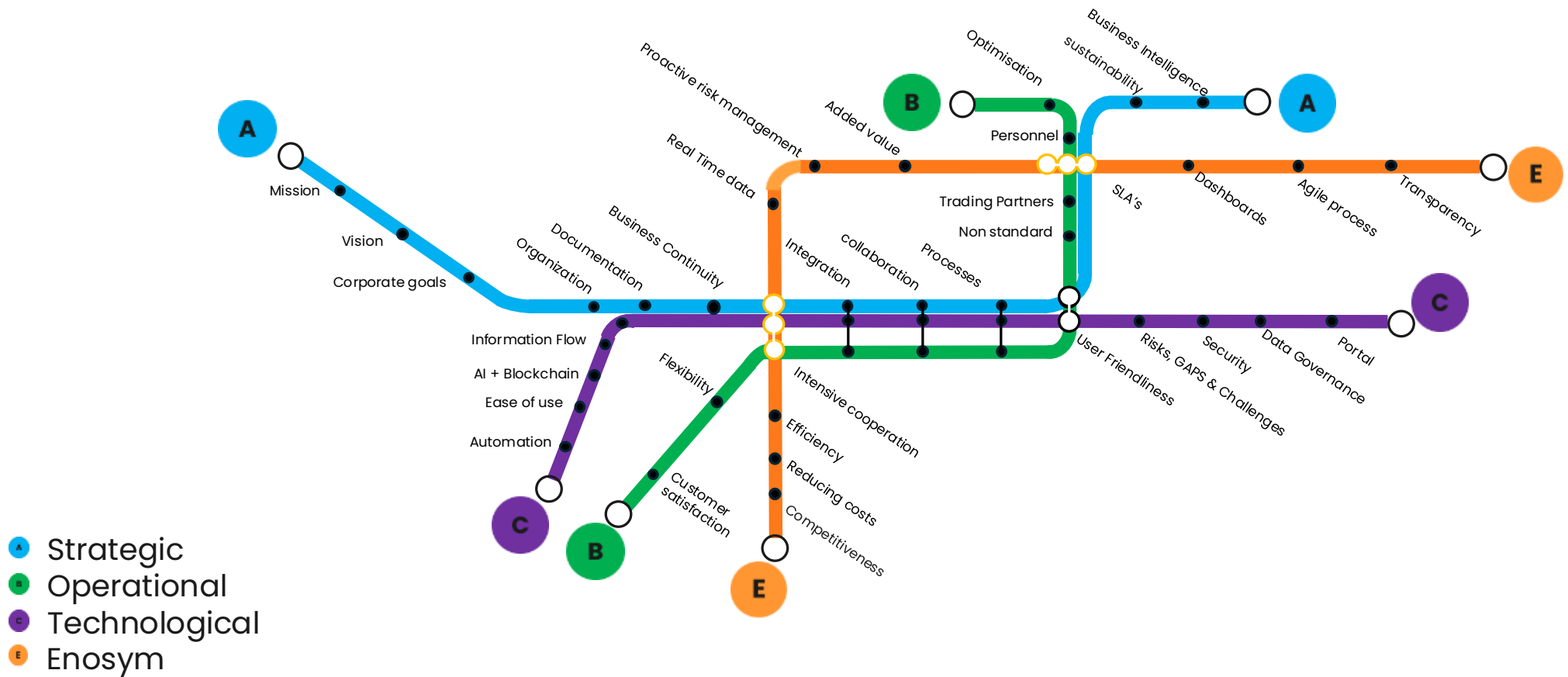
There are several crucial considerations outlined in this document.



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1. ENOSYM'S QUICKSCAN - YOUR STRATEGIC ROADMAP!

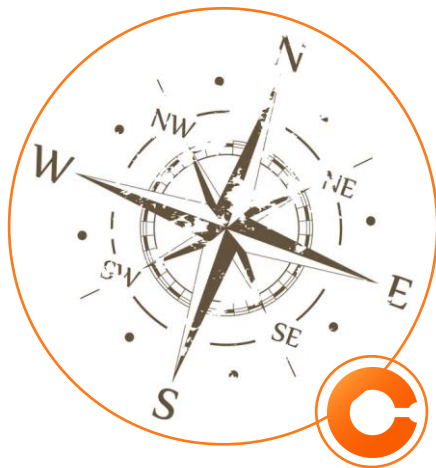


2. HOW TO SELECT THE RIGHT INTEGRATION SOLUTION?

Selecting the right integration solution and assembling an effective team goes beyond merely assessing the underlying business processes and capabilities. By focusing on your business objectives and priorities, you can make rapid and cost-effective progress, ensuring the continuity of your business.

Well-trained integration professionals with in-depth knowledge of business processes are rare. Depending on your needs and the extent to which integration plays or will play a central role in your company, you may consider hiring external expertise, such as Enosym B.V.

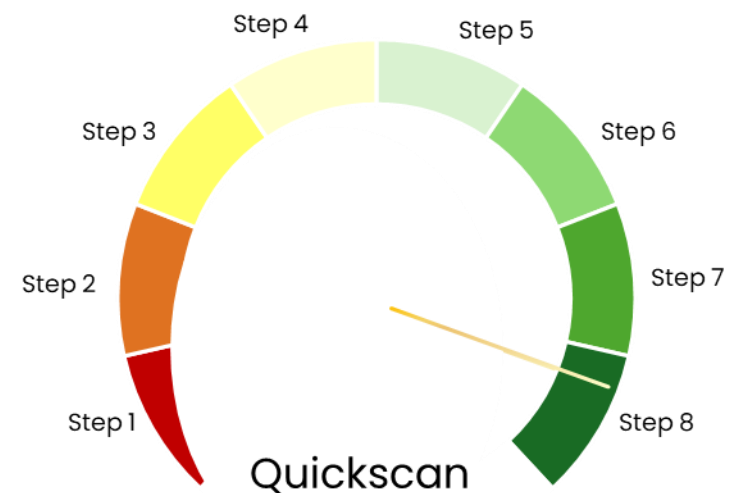
It's crucial to make these decisions early in the process, especially if your company is less familiar with integration and requires external assistance in navigating the capabilities of different integration solutions. Explore integration solutions and/or providers, select the right integration software, and successfully implement it for processing digital trade documents with Trading Partners.



Although many companies have invested in technologies to automate internal business processes such as accounts payable, accounts receivable, inventory management, and internal communications they are often slow to automate their business-to-business transactions. These transactions e.g. involve exchanging purchase orders, invoices, etc.

However, for these companies, trading processes have become both time critical and essential for their business. Automating these processes enables them to work more efficiently, reduce costs, and enhance customer satisfaction, setting them apart from their competitors.

“Implementing an integration solution within your organization and network of Trading Partners can be complex. By following a systematic Agile approach, you can deliver an effective, value-added integration program that supports business objectives!”



3. YOUR GUIDE TO SUCCESS

Step 1 Develop an Organizational Structure

Integration is a significant investment, and establishing the right organizational structure from the outset pays off as the program evolves.

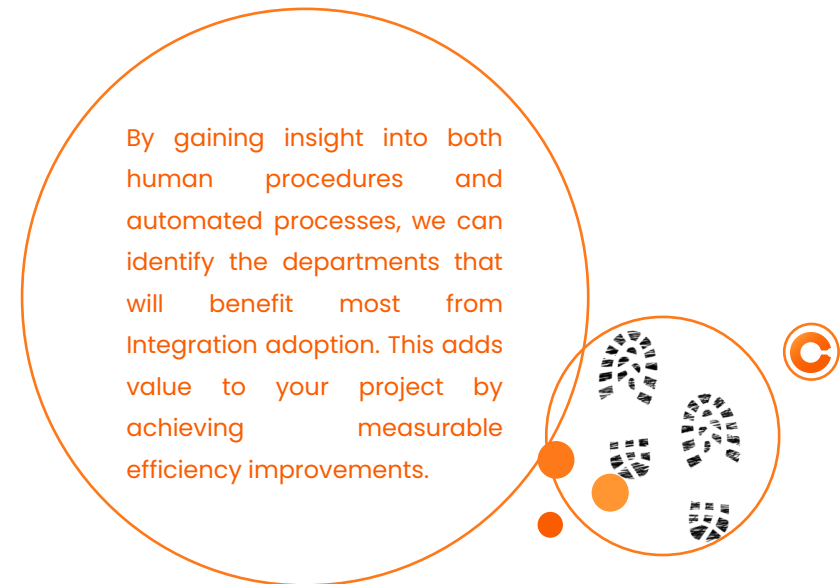
- **Coordinator:** The coordinator can be appointed internally or hired externally
- **Steering Committee:** Led by the coordinator, this committee typically includes department heads from the involved business units
- **Senior Management Sponsor:** Senior management plays a crucial role in successful implementation
- **Dedicated Integration Team:** Responsible for implementing the underlying systems
- **The coordinator:** Acts as the contact person, continuously communicating with all parties involved—both internally and externally—and keeping everyone informed

Step 2 Strategic evaluation

Our focus is on identifying the most suitable business applications. Consider whether you are dictating or being dictated to. Identify your business objectives, available staff, and set your priorities.

Additionally, collect information about the number of suppliers, customers, and other business partners, as well as the volume and type of trade messages to be exchanged.

“More automation is not a goal for improving business cycles.”



Step 2b In-depth Analysis

In addition to the **QuickScan**, you can opt for a transformation study to consider additional factors before determining which business processes to address first. We highlight three factors:

- Organization: Which part is most ready for integration?
- Implementation Costs: Which integration processes can be implemented with the least expense?
- Potential Savings and Profitability: Which process will yield the greatest benefits?

To answer above questions, a specific analysis is necessary for:

- Cost-Benefit (Capex & Opex): Identifying the most likely business applications for integration purposes. The goal is not only automation but also process improvement
- Integration Research: Conducting research among your organization's customers and suppliers contributes to supporting a broad network of business partners. This can involve a select group of high-quality partners, ensuring a future proof solution

Given that an Integration program entails significant costs for a large organization, it is essential to justify the program's expenses.

Focus on value-added outcomes!



The Integration study should ideally be combined with the results of the strategic evaluation. This approach allows for an accurate final report, covering aspects such as:

- Project scope
- Description of strengths and weaknesses of underlying systems
- Recommended system alternatives and their ability to strengthen the company
- Required data integration and document adaptation.
- Reference to alternatives considered but not selected
- Financial data on recommended and rejected approaches
- Timing of system development and necessary resources
- List of personnel needed for system development and implementation
- Implementation schedule

"It is essential for companies to embrace digital transformation to efficiently onboard Trading Partners and acquire new customers. B2B and EDI exchanges play a crucial role in this process. Working with the right integration solution enables companies to adapt to changing business needs, including integrating external and internal systems, cloud applications, and Trading Partners".

Step 3 Develop a future-proof solution

After the analysis phase, your organization gains the necessary knowledge to establish selection criteria. Based on these criteria, an appropriate choice for an integration solution can be made. The selection criteria include:

- Expected Digital Trade Traffic and IT Infrastructure: Determine the expected volume and identify the necessary IT infrastructure to support it
- Internal Network Infrastructure: Evaluate the capacity of your internal network infrastructure for data processing
- Network Connections with Business Partners: Define the required network connections to manage traffic with business partners
- Data Conversion Programming: Ensure that internal systems meet the data requirements of business partners and adhere to standards
- Custom Integration: Determine the level of customization needed to seamlessly integrate internal systems



Step 4 QuickScan of the Right Integration Solution

Enosym B.V. provides advice and can guide you through a QuickScan of an integration solution, ensuring it aligns more with your business objectives than technical possibilities. There are several important considerations to keep in mind:

Expectations from the Right Integration Solution:

Do you require a basic solution or a suite of value-added services? Should your vendor offer training and support for you and your Trading Partners? Are you seeking a Service Provider that helps onboard new Trading Partners quickly?

Is automatic rejection of documents with poor data necessary before they reach your system? Can your Service Provider enable industry personnel to independently access data and reports on demand? Can they provide visibility into the status of your business transactions across all stages of the supply chain?

"Remember to choose wisely and ensure your Integration solution offers all the necessary functionalities in a modular manner!"

What is your scope? Are you expecting a strong installed base within your industry? Are you globally present, not only for document exchange but also for local customer support?

What do you expect from the pricing structure? Consider pricing based on economic conditions or fixed terms. There are also flexible pricing structures, including pay-as-you-go and monthly or annual subscriptions

Is an industry-specific solution important to you? Are you actively involved in industry associations in your sector? Does this play a role in global standardization?

Guarantee of continuity? Does the solution have a proven track record, and is it likely to continue existing in the near future? Is support assured?

Benefits:

- **The QuickScan takes place during regular office hours.**
- **Collaboration provides the opportunity to benefit from over 40 years of experience.**
- **The advice given can quickly result in quality improvement, process optimization, and cost reduction.**
- **Communication occurs at all levels, making processes tangible. This allows for concrete and quantifiable adjustments.**



Step 5 Integrate Your Solution with The Business

When integrating and optimizing the Supply Chain within your company, there are several essential steps to follow. Let's explore some essential activities:

- **Data Analysis and Mapping:** Your staff should have experience with standards and understand underlying systems. They need to extract and load data, create documents, and map the relevant segments and data elements of transactions
- **Install Communication Software:** Ensure that you install and maintain the appropriate communication software for sending and receiving documents
- **Custom Interface Programs:** Develop custom interface programs or user outputs to complete the integration

"Integration offers opportunities to optimize your business processes and achieve additional benefits!"

"Many departments spend more than 25% of their time resolving errors in invoices that do not reference a purchase order or exhibit discrepancies in quantity and/or price. This can significantly impact the efficiency of the billing process and overall business operations"

"Implementing systems that minimize these issues and improve invoice accuracy is crucial"

Step 6 Harness the power of up-to-date, accurate data

Before integrating data across your entire organization, a significant portion of data analysis is necessary. In other words, you must determine which data is essential within your organization and what needs to be exchanged with your Trading Partners. It's also crucial to synchronize this data with what your system handles for instance, re-coding item numbers, managing end-of-life data, and more.

Once everything is mapped out, the integration team can begin, ensuring smooth and efficient data exchange between your organization and Trading Partners. Additionally, consider Data Governance! This involves rules and procedures to ensure that an organization's data is initially accurate and subsequently processed correctly during entry, storage, manipulation, access, and deletion.



Step 7 Think Big, Start Small

Once your organization has implemented the integration solution to the best of its ability, additional system tests are conducted with selected Trading Partners. This allows your company to refine its own system, demonstrate the potential benefits achieved, and prove that data exchange with Trading Partners is seamlessly integrated with your underlying system both procedurally and technically.

The project's outcome should then be evaluated to answer the following questions:

- Does the integration solution maintain sufficient control?
- Does the system deliver the benefits projected in the initial research?
- Can the system handle the expected volume?
- Are internal users satisfied with the results?
- Is data management in order?
- Do the SLAs and service times support your business operations?
- Is continuity assured?



Step 8 Collaborating with Trading Partners

When you and your Trading Partners take the initiative for an integration program, having the right resources for development, management, and maintenance is essential.

Here are some key considerations:

- Understand the readiness level of each supplier in your supply chain
- Develop and implement a plan with all involved parties to convey the objectives of your integration program and provide education to the supply chain
- Consider a user-friendly option for Trading Partners who are not yet ready to integrate with their underlying systems
- Ensure that each supplier receives the necessary support during the startup process

Even after implementing the integration project, your program requires ongoing management and maintenance. Your supply chain needs and capabilities evolve alongside your company's ambitions. Laws, regulations, and security aspects constantly change, and technical capabilities become increasingly advanced. Consider investing in skilled personnel or utilizing external experts to manage your integration program. Key aspects include:

- **Monitoring and Troubleshooting Communication:** Ensure that documents continue to flow smoothly
- **24/7 Responsiveness to Partner Queries:** Address issues promptly
- **Reporting on Business Partner Activities and System Usage:** Stay informed
- **Updating Mappings and Communication Protocols:** Accommodate new documents or changes.
- **Independent Experts Providing Practical Support and Strategic Advice for Future Integration Goals**



Enosym offers various services to assist you with your QuickScan procedure, all at a fixed rate!

- **Expertise Resources:** Our consultants have extensive experience guiding organizations through change processes. Drawing from this experience, we help you overcome obstacles and achieve successful outcomes
- **Agile Methodology:** We follow an agile approach based on principles like transparency, collaboration, and iterative development. This enables us to respond quickly and flexibly to changes, delivering value to your organization
- **Transformation Guidance:** Our experts accompany you at every step of the transformation journey. From creating a strategic plan to implementing concrete changes, we stand alongside our partners to achieve your integration goals
- **ROI and TCO Focus:** We understand that every investment must be measurable. Therefore, we prioritize creating tangible results that benefit your organization. Whether it's cost savings, improved efficiency, or enhanced customer satisfaction, we strive for measurable success

Enosym's QuickScan is a concise and thorough investigation of a process within your organization. The goal is to swiftly and comprehensively identify the key opportunities, GAPS, Risks and challenges, and improvement possibilities associated with your integration needs.

Our QuickScan methodology spans a three-day period. We conduct an analysis of the organization, the process, and the teams. What makes this approach powerful is our collaboration with the individuals involved in the process. During the QuickScan, we perform the following steps

- **Interviews:** We engage with a selection of employees involved in the process, including management. The purpose is to gain insight into what is happening within the process
- **Questionnaire:** We map out the process using a questionnaire. It consists of a series of questions or other prompts aimed at gathering information
- **Process Interviews:** We organize interviews to map out several core processes with the involved employees
- **Data:** We supplement the questionnaire with additional data and may conduct further interviews and discussions to explore specific areas
- **Validation:** We conduct interviews with participants and potential clients to validate the questionnaire using the collected data

- **Reporting and Action Plan:** The results are summarized in a report with the intended integration direction(s) (Fig. 1).
- **Presentation:** We present the report and the advisory plan to management and other stakeholders.

Benefits of Enosym's QuickScan:

- The results are embraced by people because we carry it out collaboratively with employees
- Our approach is tailored to the organization's specific question. Everything starts with a vision: where does the organization want to go, and what is needed to achieve that vision?

4. PRICING DETAIL QUICKSCAN

- **€5.000.00 (excluding VAT)**
- **Travel expenses billed separately**



5. MANAGEMENT OVERVIEW QUICKSCAN

Level	Description	Goal	Management	Finance & legal	Operational
Strategic	Provides insight into both qualitative and quantitative results. Identifies areas for improvement.	Clear picture of improvement	●	●	●
	Overview of the improvement potential in return on investment with the established KPIs.	potential Cost-benefit	●	●	●
	Understanding the tipping point from investment to added value.	From reactive to proactive	●	●	●
	Documenting the translation of business objectives (long-term plan) into activities and priorities.	Project plan and step-by-step plan determined	●	●	●
	Defining engagement and collaboration within the organization and with Trading Partners.	Input and support for collaboration	●	●	●
Operational	Provides insight into knowledge, skills and availability of personnel. Insight into dependencies	Understanding dependencies			●
	Acts as a clear baseline measurement for your company's improvement journey. Insight into timelines	Insight timelines			●
	Supporting the choice of a future-proof solution (longlist) Advising the company	Advising company			●
Technological	Providing a high-level timeline helps stakeholders understand the overall plan.	Use and support			●
	Insight into the technological risks with regard to integration and therefore the risk of business continuity	Identify Risks, Gaps and challenges	●	●	●
	Insight into costs of Supply Chain and IT facilities (TCO & ROI)	Operational costs		●	●

6. CONTACT US



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