



EDICT SYSTEMS INC.

TEKLYNX' LABEL MATRIX software handles Internet-based EDI label printing

Solution Overview

Industry

Hosted Electronic Data Interchange (EDI)

Application

Internet label distribution/printing

Teklynx Software Products

Label Printing Software
LABEL MATRIX®

Hardware

Printers: Various
Personal computers: Various

Software

SQL database
Microsoft Windows
Edict Web EDI
AutomotiveEC.com
CPGSupplier.com
GroceryEC.com
MfgEC.com
RetailEC.com

Partner

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Edict Systems, a Dayton, Ohio corporation, is a leading provider of eBusiness solutions with a special focus on small and medium-size companies in multiple industries. They offer simple Web-based solutions, as well as more comprehensive solutions, to help their customers go from standalone processing to fully-integrated eBusiness transactions.

Edict Systems' Web EDI solution and vertical industry portals, such as GroceryEC and RetailEC, help small and medium-size suppliers meet the Electronic Data Interchange (EDI) requirements of their large customers.

The production and distribution to suppliers of shipping labels are key components of Edict's offering. For this service, the company turned to TEKLYNX® for its' LABEL MATRIX® Print Pack software. Edict customers download data via the Internet which is automatically integrated with LABEL MATRIX. LABEL MATRIX then formats and prints labels on local printers in the supplier's warehouse or shipping department.

Edict Systems began as an EDI consulting and training organization in 1990. It wasn't long before it introduced the innovative Formula One® PC-based EDI translation software.

In the mid '90s, one of the nation's leading grocers, The Kroger Company, asked Edict to develop a kiosk-based data entry system for its offices in order to enable its suppliers to enter promotional data immediately after meeting with Kroger buyers. Up until this point, suppliers' sales representatives had to submit promotional contracts on paper and the Kroger personnel would then have to enter that data into their internal systems. The new system ensured correct pricing and better planning for purchases.

As technology advanced, especially with the explosion of the Internet, Edict decided to offer this innovative approach to other major grocers and retailers. By keeping the same look and feel, the sales representatives for major suppliers, such as Edy's Grand Ice Cream, Kraft, Pepsi and Proctor & Gamble, were able to smoothly transition to the new system.



"LABEL MATRIX is a logical extension of our EDI offering."

*Bill Carlin, Edict Systems
Manager of Marketing Services*

Bill Carlin, Edict Systems Manager of Marketing Services, stated, "It is more efficient for these large companies to have their sales forces enter their promotions via a Web-based solution rather than internally because of how their organizations are structured. In many instances, the sales force does not work in the same location as the corporate EDI department, and for the sales person to have to call or fax in the promotional information that needs to be entered is costly and time consuming."

The online offering evolved into what has become Edict's Web EDI system with its vertical offerings, GroceryEC.com, RetailEC.com, AutomotiveEC.com, CPGLSupplier.com, and MfgEC.com.

Small Business - Big Business Approach

This innovative hosted approach to EDI brings the full power of electronic data interchange to even the small suppliers. Suppliers use Web EDI to send and receive Purchase Orders, Advance Ship Notices (ASN), Invoices and other industry-specific documents.

"The majority of our business is comprised of small and medium-size suppliers who do not want to spend a fortune on EDI software, value-added-network (VAN) service, or dedicated IT personnel. They want to focus on their business," explained Carlin. "Our typical supplier is any company who has the need for a simple and affordable EDI solution."

The Edict Systems approach is the shortest distance between EDI need and a solution. By offering the hosted application over the Web on a subscription basis, suppliers have no major upfront investment and do not have to make a long-term commitment.

Edict also helps large suppliers quickly respond to a customer's requirements. Carlin explained, "We can instantly establish a connection between a supplier and its customer. This capability allows companies with traditional EDI solutions to work on establishing the connection internally while being compliant with their customers EDI requests."

Depending on the suppliers' needs, data from Edict's Web EDI solutions can be directly integrated into back office systems.

One of Edict Systems' major retailer clients is Coldwater Creek. Edict works directly with many of Coldwater Creek's suppliers providing them with the RetailEC.com solution. This solution substantially reduces Coldwater Creek's transaction costs with its suppliers, increases accuracy and timeliness of the transactions and gives the suppliers a low-cost way to meet their customers' requirements.

For More Information

For more information about Teklynx products or services, please visit our Web site or call us at (414) 535-6200 in the US or Canada. Outside the 50 United States and Canada, please contact Teklynx at +33 562-601-080.

To access information via the World Wide Web, go to:

<http://www.teklynx.com>

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Addressing Local Label Printing Requirements

The objective of Web EDI and its vertical offerings is to increase efficiency and drive down costs by eliminating paperwork and offloading system administration from suppliers while meeting their customers' expectations. As part of this process, it becomes necessary to produce physical labels for pallets and shipping cartons. This is where TEKLYNX, with its LABEL MATRIX Label Design and Printing software, comes into play.

Edict Systems provides its customers with LABEL MATRIX Print Pack software that enables them to print labels for their products. LABEL MATRIX becomes part of the overall EDI system which makes label production an integral part of overall order management. The label information is provided at the same time and from the same database as the advance ship notice. There is no rekeying of information and no operator intervention. Suppliers are then assured that the label information is accurate and timely.

Edict Systems supplies the LABEL MATRIX software and the suppliers install it on any standard Microsoft Windows personal computer. The PC is connected to a thermal label printer or printer applicator, or virtually any Microsoft Windows-compatible printer. Since LABEL MATRIX supports over 850 printers, suppliers can use existing printers if they have previously produced labels in-house or through a service.

LABEL MATRIX formats both the fixed and variable information and prints a compliant label for the specific recipient. Since the formatting is done by LABEL MATRIX at the local level, Web EDI transmits small and efficient flat files over the Internet from Edict Systems.

The suppliers simply go to the Edict Systems solution as they do for all of their EDI transactions. The information is compiled and automatically sent to the appropriate printer. Shipping or warehouse personnel may not even know where the labels come from -- they only know that the labels appear at the designated printer and are accurate.

"The LABEL MATRIX labeling capability is a logical extension of Edict's EDI offering. With LABEL MATRIX we have packaged software that is easy for suppliers to use and works smoothly with our solutions. We're in the business of completing transactions -- not supporting software. With LABEL MATRIX we have a reliable, proven product," concluded Carlin.