What I want to talk about

• What is GS1? (one slide)
• GS1’s approach to eBusiness
• Implementation levels
• Some Use Cases
• GS1 and UN/CEFACT
**GS1: Who are we?**

GS1 is a not-for-profit standards organisation with 35 years of experience. It has 111 member organisations representing all points in the supply chain. Over a million companies doing business across 145 countries, with over 20 represented sectors (FMCG, healthcare, transport, defence...).

*Countries with GS1 Member Organisations (Red)*
*Countries served on a direct basis from GS1 Global Office (Brussels)*

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**Supply chain visibility according to GS1**

Diagram showing the flow of data and applications between manufacturers and retailers, with emphasis on EPC Object & Event Data Transmission and RFID/Barcodes Tagged Pallets & Cases.
The GS1 System

GS1 eCom Standards

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<th>GS1 XML</th>
<th>UN XML Profiles</th>
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General eCom implementation

• 84 responses received (out of 111)
• 63 countries reported some form of eCom implemented (4 countries the first time)
• 21 MOs reported that eCom is not used in their countries
eCom implementation for the first time

- 2011
  - Algeria
  - Armenia
  - Azerbaijan
  - Egypt
  - El Salvador

- 2012
  - Bosnia & Herzegovina
  - Cyprus
  - Kenya
  - Macedonia

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eCom implementation geography

- GS1 XML implemented
- EANCOM implemented
- Both GS1 XML and EANCOM implemented
- Only non-GS1 eCom standards implemented
- No eCom standards implemented
- Non-GS1 member countries (no data available)

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eCom implementation trends

GS1 eCom adoption 2005 - 2012

- Web EDI
- GS1 EANCOM
- GS1 XML

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EANCOM® implementation

- EANCOM® has been implemented in 51 countries

EANCOM® versions by number of countries

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EANCOM® implementation

- The most widely implemented EANCOM® messages:
  - ORDERS (Order)
  - INVOIC (Invoice)
  - DESADV (Despatch Advice)
  - ORDRSP (Order Response)
  - PRICAT (Price/Sales Catalogue)
  - RECADV (Receiving Advice)
  - INVRPT (Inventory Report)

GS1 XML implementation

- The most widely implemented GS1 XML messages:
  - Order
  - Invoice
  - Catalogue Item Synchronisation
  - Despatch Advice
  - Receiving Advice
UN XML Profiles implementation

- Not yet measured in the annual survey
  - Will be from this year
- We do measure downloads

<table>
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<tr>
<th>Message</th>
<th>DL</th>
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<tbody>
<tr>
<td>Despatch Advice</td>
<td>82</td>
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<tr>
<td>Invoice</td>
<td>89</td>
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<tr>
<td>Purchase Order</td>
<td>74</td>
</tr>
<tr>
<td>Order Response</td>
<td>29</td>
</tr>
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<td>Data Types</td>
<td>95</td>
</tr>
</tbody>
</table>

Some Use Cases
Did you know?

- **Despatch Advice** message + **GS1 Logistics Label**
  - 12 € savings for each transaction in France
  - 15 € savings for each transaction in Germany
  - 5 $ savings in USA when Despatch Advice is used for simple confirmation purposes to as much as 50 $ when used for visibility and automated receiving

Use Case 1 - Sweden

**Swedish Public Sector**

- **Time frame**
  - 1995 first initiative
  - 1997 pilots
  - Today – ongoing business

- **Key benefits for the public sector**
  - Cut 45 meters of invoices/year (Malmö)
  - Savings of 1.5 million (161,000€) SEK of 8 million (860,000€) budget on administration (Västmanland)
  - Savings of > 27 FTE in back office (55,000 hours per year) (Kronoberg)
Simplicity & Harmonization

- Common process model for order-to-cash for any retail sector and food service
- Simpl-EB principles
  - Enough master data, focused on data quality through the Validoo service range
  - Lean transactional data. No redundant information or "Merry Christmas-fields". Example: max 32 attributes in an order message
- Process based approach enabling:
  - Efficient logistics
  - Traceability
  - Administrative efficiency (automatic invoice matching)

Use Case 3 – Germany

e-Invoicing in Germany

- 16 € savings for each transaction can be reached by using electronic invoices (INVOIC) (by reduction of paper, time, handling and postal charges; source: average from different surveys between 2007-2009)

- Nearly 7 bn € savings are currently reached by using INVOIC in the German economy. (Source: Average from different surveys between 2007-2009)
The ZUGFeRD approach builds on a combination of PDF with integrated structured data.

- The receiver decides if he processes structured data or just prints out the PDF, following the traditional manual process.
- ZUGFeRD is based on a core invoice, which leads to easy implementation.
- As it based on standards (XML, PDF/A), tools are available.

### Positioning of the FeRD-Standard

<table>
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<tr>
<th>EANCOM</th>
<th>GS1 XML Solutions</th>
<th>ZugFeRD-Standard</th>
<th>Plain PDF</th>
</tr>
</thead>
</table>
| • No change  
• Still growing  
• Sector-specific solutions for defined processes | • In addition to EANCOM for specific use cases  
• Sector-oriented approach | • Common approach  
• Intersectorial  
• Alignment necessary  
• Compatibility with GS1 | • Free to use  
• No structured information  
• OCR possible  
• In the future probably heavily used due to new VAT law. |

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GS1 and UN/CEFACT

• GS1 a strong and present supporter since its inception
• Active participation in multiple domains
• GS1 is a NGO delegation to UN/CEFACT
• What do we need from UN/CEFACT:
  • Stable standards
    – Don’t let the best be the enemy of the good
  • Concentrate on Cross Industry standards
  • Implementation guidance
  • Protect and promote UN/CEFACT’s unique neutrality
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