

# NY/NJ ECOM NEWS

Volume 3, Issue 1

May, 2005

## President's Message...

Greetings NY/NJ Ecom Professionals!

First I would like to say that I'm happy to be serving as president of this group for 2005, and I look forward to assisting in putting together educational opportunities that will provide value to our members. Many thanks to our past leaders and their contributions, and the ongoing help and support from our current group!!

What better venue to share information and expertise than in our tri-state area, one that is overflowing with commerce and challenges?! I think we can all attest to the fact that our professional lives are not getting any easier or simpler!!

To me, having a viable user group is all about education. As a general rule of thumb, I try to come away from any conference with one or two key points or ideas that relate to current challenges... It may be that these tidbits don't come directly from presentations or classes per se, but from conversations with experts, or with colleagues. Going back to the office and studying that idea or thought, and working it into a solution, has resulted in positive accomplishments in the past, without fail.

Our user group can do the same thing. Members of our group have many resources available. If there is a need for a particular subject to be covered, we'd like to know about that and go after it. We are uniquely positioned to pursue learning opportunities that offer value, and I'd like to see our group leverage that to the fullest.

In order to accomplish this, we will need your continued and consistent feedback and participation. You must let us know topics of interest, and potential sources that we can tap as well. Step forward, go out on a limb, take a chance, and throw something at us! We'll do everything we can to fulfill the goal of our users group—provide education in our challenging and constantly changing industry.

One last note—we still have opportunities for participation at a leadership level. If you're interested, let either Carol, Bill, Howard, Marc, John, or myself know. We will also be asking for immediate feedback on our presentations—please help us, complete the quick forms on pgs. 10 & 11, and return to us!

Regards,  
Lisa

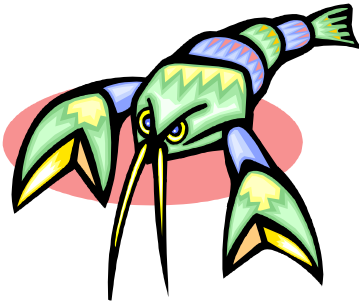
## 2005 Upcoming Dates of Interest:

- NEECOM 15th Anniversary Mtg—6/3, Westborough, MA ([www.neecom.org](http://www.neecom.org))
- Health IT Certification—6/6-8, Princeton, NJ. 8/22-24, Cambridge, MA ([www.healthitcertification.com](http://www.healthitcertification.com))
- UCC's U Connect Conference 2005—6/6-10, Gaylord Texan Hotel, Dallas, TX. ([www.uccouncil.org/uconnect/](http://www.uccouncil.org/uconnect/))
- ASC X12 Trimester Meeting—6/5-10, San Diego, CA. (Call Disa for more details, 703-970-4480)
- EDI Partners Classes in NYC—EDI '101' Intro to ANSI X12 Standards, 9/15-16 ([www.edipartners.com](http://www.edipartners.com))
- NEECOM Fall Meeting—Vendor Exhibits and multiple tracks—10/13, Westborough, MA ([www.neecom.org](http://www.neecom.org))

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### Websites to Remember:

- [www.neecom.org](http://www.neecom.org)
- [www.vics.org](http://www.vics.org)
- [www.uc-council.org](http://www.uc-council.org)
- [www.mema.org](http://www.mema.org)
- [www.nrf.com](http://www.nrf.com)



As you know, the New England Electronic Commerce Users' Group (NEECOM) is our 'parent' organization and has been connected to us, guiding us along our way from the very beginning. What you might not know is NEECOM

## NEECOM Celebrates 15 Years of Success!

will be celebrating its 15th anniversary on June 3rd of this year. After 15 years, NEECOM remains the most organized and well attended group of our kind (focused on EDI) in the country. To celebrate the first 15 years, NEECOM will be hosting a birthday celebration that will include a good old fashion New England Clam Bake!!! Clams, lobster, and corn-on-the-cobb will be featured on the menu. NEECOM is going all out to make this a great event.

Aside from a fun afternoon of networking and the lobster/clam bake, we are putting on an im-

pressive morning session consisting of several panels. One panel will feature EC/EDI vendors describing where we have come from, where we are, and some vision for the future. Another panel will feature practitioner companies who use eCommerce to conduct business, and the third panel will feature industry analysts.

The meeting will be held in Westborough, MA. Check the NEECOM website for full details. As dues paying members of the NY/NJ Ecom User Group, you will enjoy a reduced price to attend the meeting.

Call or write to me for more specific details if you want to attend.

Written by **Bill Alletzhauer**  
Director of Sales  
**QualEDI Inc.**  
[bill@qualedi.com](mailto:bill@qualedi.com)



**"Knowledge is power, but enthusiasm pulls the switch"**

**Ivern Ball**

## Compliance Corner

Following is a partial recap of current projects retailers are pursuing:

### May Department Stores Company

announced in March that over the next few months they would be migrating all IBM EDI traffic to the Inovis Network. Similarly, **FDS** announced the same thing in May. On the other hand, **JCP** announced that as of April 1<sup>st</sup>, all direct EDI communication with JCP will go exclusively through GXS. If you're currently using IE with JCP, you must make a decision for network traffic before the end of May. JCP will not be responsible for investigating any problems that may occur with transmission processes passed between an interconnected provider and GXS. Next to make an announcement was **Dillards**. Dillards will be using both GXS and Inovis. They will NOT allow interconnects. Currently they utilize the Inovis UPC catalog, effective 7/1/05 they will also be using the GXS catalog. Note new communication id's have been issued by this retailer depending on network used.

Some of **JCP's** announcements during Spring '05 include:

- UCCI 28 Shipping Container Label changes – two additional pieces of information are to be added to their label The first item is the JCPenney assigned supplier number, which is to be added to Zone D. Suppliers currently providing the six-digit number in Zone A are compliant, but JCP would prefer this data be migrated to Zone D when practical. This requirement applies to all domestic labels. The second change is the addition of the Facility State code to Zone H. This is the two character USPS state abbreviation. This is required for all Retail shipments, and optional for non-retail shipments (Catalog or Outlet stores)
- ASN Accuracy Measurements – JCP is measuring and reporting new components of ASN accuracy relating to TMS information: 1) Missing/Invalid TMS Load ID on ASN – the load id from the 754 must be present on the ASN. 2) Ship-to unit number on the 856 doesn't match the ship-to unit number on the 754. 3) Carrier SCAC on the 856 doesn't match carrier SCAC on the

754, and 4) Ship date on the 856 is greater than the ATS submitted by the supplier on the 753. In terms of reporting, May 29<sup>th</sup> is the date the above errors will be captured, June 6<sup>th</sup> offsets will be reported on the scorecard as 'what-if's, July 3<sup>rd</sup> is the date live offsets are assessed for ASN's received June 20<sup>th</sup> and after, and July 11<sup>th</sup> is the date live offsets appear on the scorecard.

- Beginning 4/4/05, EDI 753's can be submitted 2-3 business days in advance of available to ship dates. In addition, at the end of March, JCP reduced the allowable frequency of shipments to a JCPenney facility from three times per week to two times per week. This policy applies to suppliers on full TMS, when shipping to JCP Retail or Catalog. An exception to this rule is when total shipment. Please note that the shipping calendar for JCP is based on seven days, Sunday to Saturday, and plan shipments accordingly.

**Federated** reminded vendors mid April that vendors and their carri-

## To EDI Outsource or Not to EDI Outsource? That is the Question...



If you are affiliated with the technology team at your company, it is inevitable that you have been subject to discussions regarding whether to outsource particular functions or continue managing them in-house. Debates often include whether the costs of outsourcing are justified and will your company save money, as well as do you trust a third party to manage these functions.

The outsourcing debate is particularly common when reviewing EDI processes...and justly so. When considering the enormous upfront investment of managing EDI internally, there is much to review. The majority of EDI translators capable of handling significant transaction volume may range in cost between \$50,000 and \$200,000. Keep in mind that additional investments will include software maintenance at an average of 18%, the cost of hardware to run the software, and system redundancy if the EDI process is viewed as the mission critical business process that it is. If low EDI transaction volume is expected, then less expensive translation systems can be considered. Investments for these systems range from \$5,000 to \$20,000 and often come with industry standard 18% annual maintenance fees. Be careful in deciding to use lower end solutions, as they can be limited with the type of transaction volume that can be processed. All too often decisions around EDI Systems are made based on which solution is the cheapest at the time. Without proper considerations for the Trading Partners and anticipated transaction volume, selecting an EDI System on its cost alone can cause severe problems. Additional startup fees may include one-time charges per trading partner, if Trading Partner "kits" are available. These kits may include the EDI translation maps, business rules, and communications that are needed for

your partners.

Regardless of which in-house solution is selected, there will be ongoing monthly costs for processing and managing the system. At a minimum, an EDI Coordinator or EDI Specialist possessing strong knowledge with the technologies and operational aspects of how to use the selected EDI System will be needed. One of these resources will cost an average of \$70,000 per year, and dependant upon the needs, as many as 3 or 4 EDI resources ranging in salaries from \$60,000 to \$110,000 may be required. Now add in costs for processing documents to and from Trading Partners. Regardless of whether charges are assessed by kilo-character, transaction, or flat rate, monthly communications bills may run as low as \$50 and as high as \$30,000.

Putting the cost considerations

aside for a moment, the rate of emerging technologies has added a new level of complexity to managing EDI systems. There was a time when EDI was exchanged one way... using basic EDI Standards and transmitting data via a Value Added Network (VAN). Today there are several practices in use, including VANs, AS2, direct encrypted FTP for communications, and X12, XML, and proprietary file formats for data exchange. The challenge for most manufacturers is that retail Trading Partners often dictate as to which technologies can be used. Naturally if each Trading Partner chooses a different means, the need to support multiple protocols and standards is a requirement.

Another consideration is how outsourcing will impact your company's core competency. For example, if a company is in

**Continued on p. 8**

### THE NY/NJ METRO ECOM USERS GROUP

Please direct questions to:  
Lisa Fauley  
lfauley@infocrossing.com  
201-840-4784

Bill Alletzhauer  
bill@qualedi.com  
800-797-4334, x104

Carol Heymann  
cheymann@ezcomsoftware.com  
201-883-1928

### A Note From Our Treasurer

Hopefully you have received an email and an invoice recently explaining the need for dues to in order to continue meeting as the NY/NJ EDI user group. For 3 years as a fledgling user group, we have been fortunate enough to have Infocrossing donate the use of their space and refreshments for our meetings. However, as our group evolves, we will need to be able to sustain ourselves.

Dues will be used to for the rental of space for meetings, food and beverages in addition to travel expenses for our presenters who volunteer their time to present to us.

To date we have received checks from only 4 companies! Please send in your checks for \$240 by the next meeting to ensure our future.

We are looking forward to continuing our meetings with each and every member.

If you need a copy of an invoice or have any questions, please call me.

See you at the next meeting,

Carol Heymann

**EDI**

**NY/NJ METRO  
ECOM USERS GROUP**

## EDI & E-Commerce Staffing Trends for 2005—A Quick Overview

Yes, there are still plenty of EDI Coordinator and EDI Analyst jobs out there, but the job descriptions have changed, the technologies have changed, and so will the titles in the not-to-distant future.

EAI (Enterprise Application Integration) reigns supreme in the new technology fever for 2005. This will have a direct impact on how EDI and E-Commerce professionals move forward in their careers, and how they are viewed within a company. An employee that can map EDI data is no longer "ahead of the curve" in the IT department, rather a one-dimensional contributor.

In order to achieve "Enterprise Application Integration" it is necessary to integrate applications both within the company, and between the company and their main suppliers and customers. These applications include (but are not limited to) EDI, Web/XML based EDI, E-Commerce websites, Middleware (for messaging integration between applications), communication systems (synchronous and asynchronous), adapters and databases. The universal format for data exchange between applications is XML, so although XML is not the replacement for EDI as some had predicted, XML has proved very valuable as an inte-

gration/messaging broker for EAI, and is a necessary skill for most E-Commerce professionals.

Also prevalent in today's technology surge is infrastructure development for Enterprise systems and EAI. This involves application architecture design at the highest level, and also produces some of the highest paying technical jobs within IT (Application Architects). In order to build technological infrastructure sufficient for E-Business and transaction processing (EDI), a standard workflow and business process need to be established and documented in graphical models. This is done using BPM (Business process modeling) and BPA (Business Process Automation) which are also two of the hottest skills in the E-Commerce community for 2005.

Another hot topic for 2005 is the standards for Web Services and Service-Oriented Architectures (SOA's) for EAI and E-Commerce. New related standards are being developed for workflow and orchestration of web services (BPML, XLANG, BPEL, WSFL). The goal is to enable interoperability, transac-

tions, and reliable messaging.

2005 will also see an increase in technology security to comply with legal mandates, including the HIPAA Act of 1996, and the Sarbanes-Oxley (SOX) Act of 2002.

Here is a list of IT initiatives with the highest and lowest spending planned for 2005:

Highest Spending Initiatives for 2005:

1. Financial Value Chain (SOX, Financial Management Integrated Solutions)
2. Product Life-Cycle Management (enterprise Strategy, SOA for PLCM)
3. Enterprise Recourse Planning (ERP including EAI)
4. Supply Chain Management  
RFID / Product Information Management / Electronic Product Identification



Lowest Spending Initiatives for 2005:

1. Network Equipment
2. Firewall Protection
3. EDI
4. Data Warehousing
5. Staff Augmentation

These lists speak for them-

**Continued on p. 8**



## Past Meeting Summary Report

Our first meeting of 2005 was held on Tuesday, March 8th, at Infocrossing. Many thanks to our speakers, and to all those who braved the weather to attend!! Blizzard conditions limited our attendance to 26, but the meeting was helpful nonetheless!

General business items were reviewed first by Lisa Fauley, president of the group this year. Many thanks were extended to last years president John Daub, and secretary Victor Borge. New board members were introduced, as well as opportunities for participation. 2004 activities were recapped, as well as plans for 2005. Dues this year will be initiated at the rate of \$240 per company, which

includes up to three people per meeting. Please contact Carol Heymann for dues related questions.

Next on the agenda was Patricia Meisner, CEO of Redtail Solutions Inc, who provided insight into 'Bridging the Technology Gap between the Large Enterprise and it's Middle Market Suppliers'. Patricia's presentation included many real-life scenarios that middle market suppliers are faced with, in comparison to the large enterprises that are defining technology requirements.

George Wright, VP of Product Identification & Processing Systems Inc and UCC qualified Bar Code Educator/Expert, then presented 'Vendor Compliance Bar Code Labeling—

How to Make it Efficient, Accurate, and Secure'. George's presentation was very educational, with information ranging from symbology structure to printing strategies, quality control and beyond.

The meeting ended with a raffle. Two lucky members walked away with bottles of wine!

## 5/24 Meeting Agenda

12:45—1:00

*Gathering in Infocrossing Business Survival Center*

1:00—1:15

*Meeting called to order, introductions, agenda, etc.*

1:15—2:00

**“Retail Compliance, Creating a Winning Team”** *Stuart Levitt, Director of Customer Compliance for Perry Ellis Int’l in NYC. How does a \$633 M company successfully implement EDI, including supplying private label to retailer giants like Walmart & Target? And, what are their best practices for avoiding chargebacks?? Stue will provide answers to these questions, beginning with a short history of the Perry Ellis organization, and review in depth best practices implemented to handle issues that cause deductions, both proactively and reactively. Methods of negotiation, success stories, and current challenges will be discussed.*

2:00—2:15—Break

2:15—3:00

**“Security in EDI Using Service Oriented Architecture”** *Don Flinn, President of Flint Security in Marblehead, MA. Businesses are increasingly worried about the security of their computer systems. However, more and more companies are moving EDI traffic and applications to the web. Don will discuss new security paradigms that have been developed to solve the problem of securing web services and compare and contrast them with the more traditional security paradigms. New products will be reviewed from major vendors, as well as the future directions of security.*

3:00—3:30

**“Inovis & GXS Network Q & A”** *Paulo Miranda, Account Exec from GXS, and Kathy White, Strategic Account Mgr from Inovis, will both present short informational presentations on what is required to complete account migration activities, based on the recent Inovis/QRS and GXS/IE acquisition.*

3:30—4:00

*Open Mike Session—Plenty of current issues can be discussed as a group, for example, what’s the latest & greatest relating to data sync & UCCNet? How have YOU been affected by retailer mergers & acquisitions? Now’s your turn to ask questions and collect info!*

4:00—4:10

*Closing & Raffle*

## EDI War Stories

We all know what EDI is because we work with it everyday but I never stopped to relate to or think about EDI outside the narrow confines of my business relationship with it. I vaguely knew there were hundreds of other non-retail transactions, but never gave them any headspace.

That all changed for me this past summer. Someone was suing me and the act of filing the lawsuit was a violation of a federal statute. I won't go into that here, it does not apply to just any lawsuit and I haven't finished my law degree (Okay, I haven't even started my law degree!). When I called the law firm to tell them that they had violated my rights under federal law they told me they had 'accidentally' filed a lawsuit?? It's paperwork—who does paperwork unnecessarily??!

They explained that it was filed using something called 'EDI', and that it was a computer error. 'Computer error' would not have triggered the same reaction in me as those three magic letters 'EDI' did!!

To look into the matter further, I did a web search, as the law firm had a site and they provided me with a handy link to their software vendor. I linked, watched a demo, and then called their sales department. I asked them how it worked, what levels of security it had, and what were the chances of a clerical hitting the wrong button and accidentally filing a suit. I discovered this package was state-of-the-art Bottom Feeder software!! I determined that filing the suit using this software could not have happened 'by mistake'.

When the law firm called me back to tell me that they had electronically filed the withdrawal I re-



quested a screenshot of the data (not that I would know what I was looking at, but I was being creative!), and the FA. The lawyer on the other end of the phone then asked me WHO I WAS?? And, I answered that I was an EDI expert (proud smile). On the other end of the phone I heard a deep sigh of a man caught in a lie.

Being able to determine if they had, indeed, filed the lawsuit accidentally or deliberately to intimidate will influence the amount of damages they will have to pay.

EDI is all around us. It's in every aspect of our lives. In our professional world there are substantial penalties for 'computer errors', and believe it or not,

there are in other industries too (especially if there is a consumer watchdog government agency relating to that industry). I won't ever leave my EDI hat in the office again!

Epilogue: Since writing this, the law firm has admitted that the 'accidental' filing is just part of their normal procedure.

Written by Kris Mooney  
EDI and Compliancy Manager

Jacmel Jewelry  
718-349-4307  
kmoone@jacmel.com

*Share with our Users Group your story—we can all learn from another's experience! Send stories into [lfauley@infocrossing.com](mailto:lfauley@infocrossing.com).*



# NY/NJ METRO ECOM USERS GROUP

## Membership Application

Please enter your company's information below to complete the membership application

★ Required Fields

### Company Contact Information

★ Company Name:

★ Contact Person:

★ Telephone:

★ Email:

★ Street Address 1:

Street Address 2:

★ City:

★ State & Zip:

Business Category (Manufacturing, Banking, etc.)

Secondary Member Name

Email:

Additional Member Name

Email:

### THE NY/NJ METRO ECOM USERS GROUP

Please direct questions to:  
Lisa Fauley  
lfauley@infocrossing.com  
201-840-4784  
201-840-4784  
Bill Alletzhauser  
bill@qualedi.com  
800-797-4334, x104

## Other User Groups

Atlanta Electronic Commerce Forum

Wwww.aecf.biz

Dallas/Ft. Worth EC Forum

Wwww.dfweceforum.org

Dayton EC Forum

http://www.dayton-ec-forum.org/

Mid Atlantic Electronic Commerce Users' Group

Wwww.necom.org

Northeast Ohio EC/EDI User Group

Wwww.neoedi.org

Northern California E-biz Users Group

Wwww.norcal-ebiz.org

Northwest EC Roundtable

Wwww.ecnw.org

NY/NJ Metro Ecom Users Group

Wwww.necom.org

Southern California eBusiness Forum

Wwww.scedir.org

Twin Cities Electronic Commerce Forum

Wwww.tcecf.org

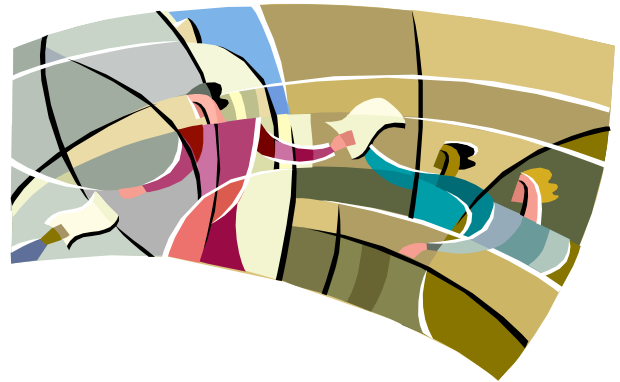
Virginia eCommerce Forum

Wwww.vaecomforum.org

Wisconsin eBusiness Forum

Wwww.webf.org

Prepared by **Gerald Noumi**  
Marketing Manager  
EDI Specialists  
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## Trends, cont'd fr p. 4

selves. It is important to note that EDI skills are still very much in demand, they just need to be combined with the other related technologies to increase your value and marketability. EDI will continue to be the most widely used standard for B2B activity for several more years. This should allow you to leverage your existing skills to gain experience in the technical areas where you may fall short. As an EDI/E-Commerce specialized company, EDI Specialists has focused on jobs with EDI in the title for close to 10 years...no more. We have jobs open for Application Architects, Information Architects, E-Commerce Supply Chain Managers, Technical Infrastructure Managers, EAI Developers and Integration Developers, just to name a few. Most of these jobs pay between 90-150k, and the talent is very hard to find.

Please feel free to contact me with questions or comments about this article, or about ways to move forward with your technical skills to prepare for the future.

**Written by Jason Malone**  
Senior Technical Recruiter  
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## To EDI Outsource or Not to EDI Outsource, cont'd fr p. 3

the business of manufacturing handbags it may be better to avoid the distractions associated with managing an EDI system and allow a Third Party Solutions Provider to deliver custom files that easily import into your existing order management system. Of course working with a credible, reliable outsourcing company is of utmost importance.

When looking for an EDI Solutions Provider, start by assessing how many Trading Partners will be included and whether the number of documents being processed every month is expected to be large or small. Proper assessment will ensure finding the right option for your needs. If EDI transaction volume is expected to be low, then an EDI Service Bureau that converts EDI documents to fax or spreadsheet files may suffice. Web-forms are another option for low transaction volume. Web-forms are available via the internet, and are sometimes offered by Retail Trading Partners at no cost. They offer the ability receive Purchase Orders and turn them around into the appropriate outbound documents, such as Invoices. The downside is that web-forms can be time

consuming to use as a result of required data entry and only one document can be processed at a time. Recently however, Solutions Providers have been able to make available Enterprise Level Applications (ELA) via the web, offering the ability to process several hundred documents in minutes. ELAs tend to rival mid-level EDI Systems, and tend to be more flexible without the need to purchase software. ELAs can be excellent alternatives for companies needing to process upwards of 10,000 transactions a month. When EDI volumes exceed 20,000 a month, or if your company does not need all the turnaround functionality provided by ELAs, the consideration of a large hosted outsourcing solution should be reviewed.

EDI Outsourcing is not for every company. It is however a great approach for companies that are in the Small or Medium-sized sector, cannot make the investment into setting up a proper EDI infrastructure, the decision has been made to stay out of the EDI business and focus on the company's core competency, or

a proper cost-benefit analysis has identified a reasonable return on investment. By outsourcing the EDI process to a credible provider, technology departments can be made available for other critical projects within the company.

**Written by Marc Kalman**  
CEO  
eZCom Software, Inc  
mkalman@ezcomsoftware.com

## Compliance Corner, *cont'd fr p. 2*

ers are no longer permitted to fax shipment info and pickup requests to the FTO office. Instead, all shipping info must be sent electronically, by using FDSnet Shipping (an online application). Failure to comply with this requirement will result in a deduction of \$200 per BL. Register for the use of this site by going to [www.fdsnet.com](http://www.fdsnet.com), and selecting the 'register now' link. Any questions relating to this should be directed to the FTO office at 770-913-4608.

**Nordstrom Direct** announced in April that they were working towards implementing the EDI/UPC program already in place within Nordstrom as a whole to their division. Implementation is being rolled out in stages. The first requirement is that vendors load their UPC catalog onto the Inovis Catalogue and that they UPC bar code all merchandise that is within the poly bag with no retail price,

while the labeling on the outside remains the same. UPC's will become a Nordstrom Direct requirement starting June 15, 2005, and failure to comply following this date will result in chargebacks of \$150 per occurrence. Questions regarding this initiative should be directed to the Nordstrom Direct EDI Team at [b2b@nordstrom.com](mailto:b2b@nordstrom.com).

### **Neiman Marcus Direct**

added to their variety of expense offset line items in the beginning of May. Take note of their additions that are in bold letters as each violation results in a \$500.00 expense offset.

**Kohls** Vendor Compliance System is being upgraded to send out via email violation notices. Vendor action was requested to take place by May 20th, 2005. Vendors have been

requested to complete the form titled 'Kohl's Vendor Compliance Email Update' for each vendor DUNS number, and to email it back to Kohl's at [vndcon-tactcomp@kohls.com](mailto:vndcon-tactcomp@kohls.com). An additional item to note about Kohls relates to transportation – Effective May 1, 2005, chargebacks will be issued to all vendors who request routing 72 hours or less from the Kohl's purchase order cancel date.

**Mervyn's** announced 4/25 that effective April 29<sup>th</sup>, Mervyn's Accounts Payable activity will no longer be handled by Target Corporation, but by the new Accounts Payable department at Mervyn's. Changes include the mailing address for payables correspondence, individual contacts and contact information. There are no changes required for EDI transmissions, or for utilizing Partners Online, the automated voice re-

sponse system, or the vendor compliance dispute form and process. Effective April 29<sup>th</sup>, the new AP address for Mervyn's is Mervyn's Accounts Payable, 22301 Foothill Blvd. Mailstop 3160, Hayward, CA 94541. Their fax number is 510-727-5490. See Partners Online for additional information.

Please note these items are mentioned to give you a 'heads up' of what may be coming in the near future. It is the reader's responsibility to verify these points with the retailers involved and analyze impact of same within their organizations.

**Written by Lisa Fauley  
VP of EC  
COSI, A Division of  
Infocrossing, Inc.**

## Member Bulletin Board

Following are questions our group members have forwarded... Please feel free to contact the person with the question directly if you have experience and can help!

From Irene Farkas, Associate Director of EDI, Sharp Electronics, [Irene.farkas@sharpusa.com](mailto:Irene.farkas@sharpusa.com)—

***"I have heard that in future releases of SAP, within the Netweaver suite, there will be an EDI/B2B mapper called Seeburger Adapter. Is anyone familiar with this product?"***

Forward your questions to [lfauley@infocrossing.com](mailto:lfauley@infocrossing.com) for posting in the next newsletter!



### Presentation Evaluation

#### Presenter Information

Name: **Stuart Levitt**  
 Presentation  
 Title: **Retail Compliance, Creating a Winning Team** Date: **05/24/05**

#### Ratings

(5) = Poor      (4) = Fair      (3) = Satisfactory      (2) = Good      (1) = Excellent

<b>Material was well organized</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					
<b>Ideas and skills were useful</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					
<b>Information was new to me</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					
<b>Presentation met objectives identified</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					
<b>Presentation held my interest</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					
<b>Relevant examples were presented</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					
<b>Presentation pace was comfortable</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					
<b>The presenter was an expert on the topic</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					
<b>The presenter effectively responded to questions</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					
<b>The accommodations were satisfactory</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					
<b>Overall, I found the session to be valuable</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comments:					

#### Evaluation

Additional Comments:

Suggestions for future topics:

Please email this completed form to [lfauley@infocrossing.com](mailto:lfauley@infocrossing.com)



### Presentation Evaluation

#### Presenter Information

Name: Don Flinn

Presentation

Title: Security in EDI using SOA

Date: 05/24/05

#### Ratings

(5) = Poor (4) = Fair (3) = Satisfactory (2) = Good (1) = Excellent

**Material was well organized**

Comments:

**Ideas and skills were useful**

Comments:

**Information was new to me**

Comments:

**Presentation met objectives identified**

Comments:

**Presentation held my interest**

Comments:

**Relevant examples were presented**

Comments:

**Presentation pace was comfortable**

Comments:

**The presenter was an expert on the topic**

Comments:

**The presenter effectively responded to questions**

Comments:

**The accommodations were satisfactory**

Comments:

**Overall, I found the session to be valuable**

Comments:

#### Evaluation

Additional Comments:

Suggestions for future topics:

Please email this completed form to [lfauley@infocrossing.com](mailto:lfauley@infocrossing.com)