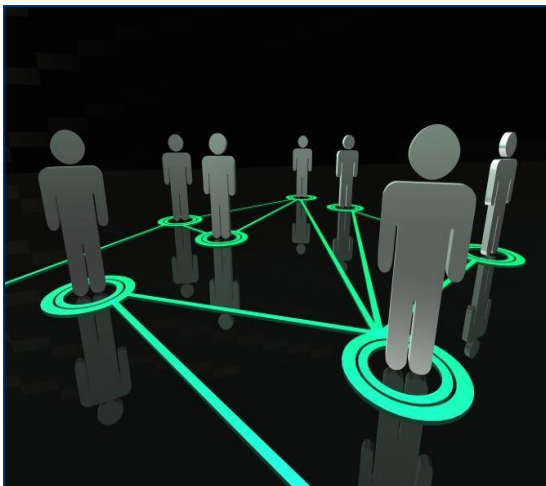




Assisting SMEs to participate in global digital supply chains in the automotive sector in the Single Market

Presentation at the 17th EDI Symposium
Prague, 14.04.2011



The auto-gration Project

- ❑ The auto-gration project is a European Commission initiative, supported by major organisations of the automotive industry, that aims to simplify integration of SMEs in automotive digital supply chains
- ❑ This project is part of a series of initiatives under the EC's "Small Business Act" to harmonise eBusiness communication within European industries (e.g. the eBIZ-TCF project)
 - **Title**: auto-gration - Assisting SMEs to participate in global digital supply chains in the automotive sector in the Single Market
 - **Start / End Dates**: 01/01/2010 - 31/12/2011 (24 months)
 - **Consortium**: Odette International, CLEPA, Boost, CECRA, Inova+, Odette Sweden, Galia, SupplyOn, TecCom, INESC Porto, Covisint, FIGIEFA



Consortium

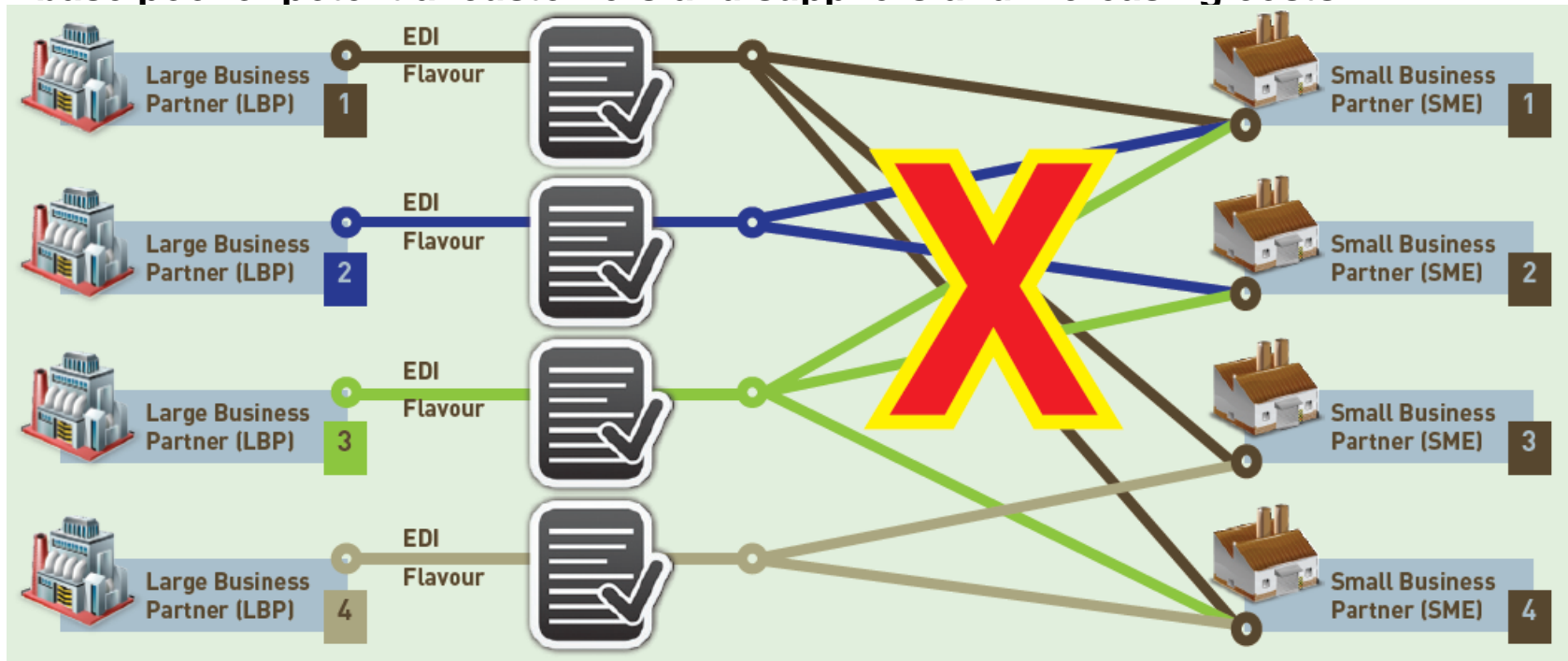


Supporters in the Early Adopter Programme



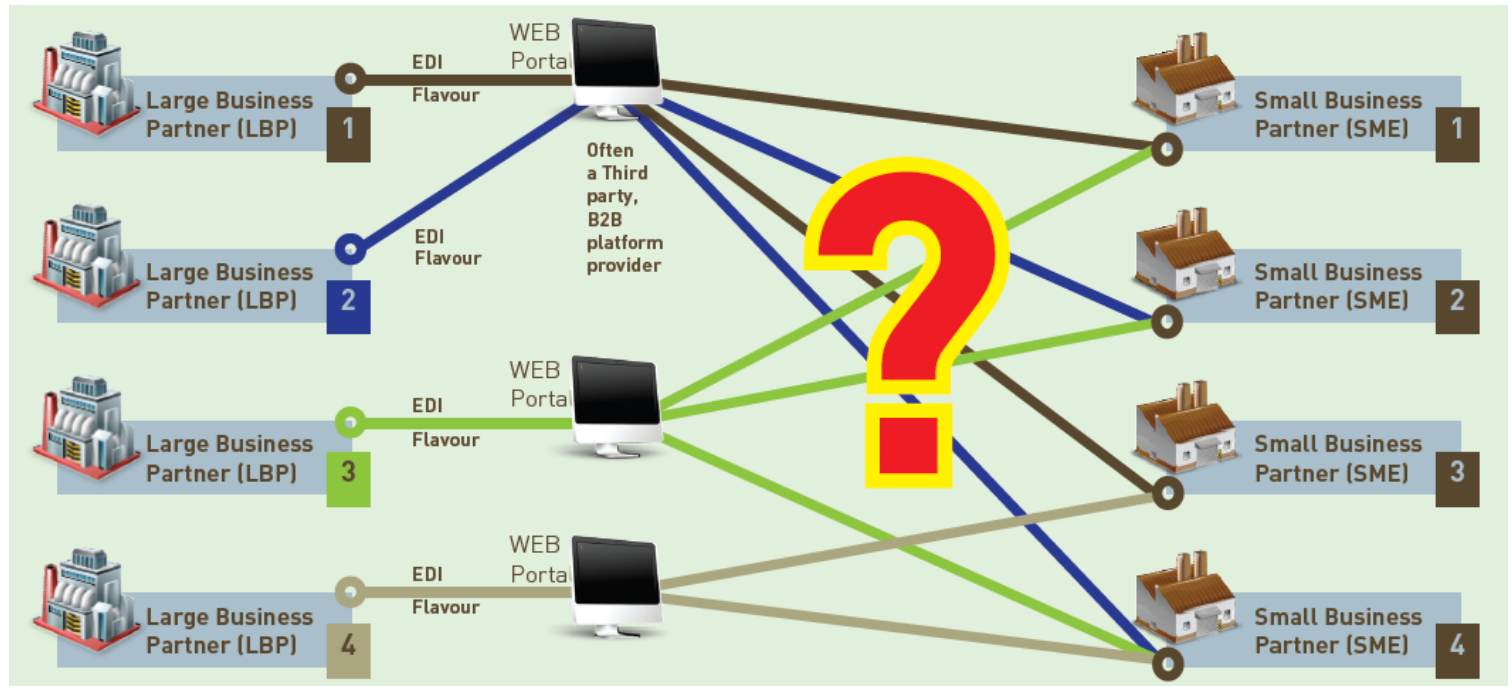
SMEs Have a Problem

- ❑ An SME that wishes to trade with others in the automotive supply chain must use a EDI (Electronic Data Interchange) system acceptable by both parties
- ❑ However different organisations often use different EDI systems, often forcing companies to support several ones; as a consequence very few SMEs are connected as costs of doing so are too high
- ❑ The existence of many EDI systems complicates business processes, reducing the base pool of potential customers and suppliers and increasing costs

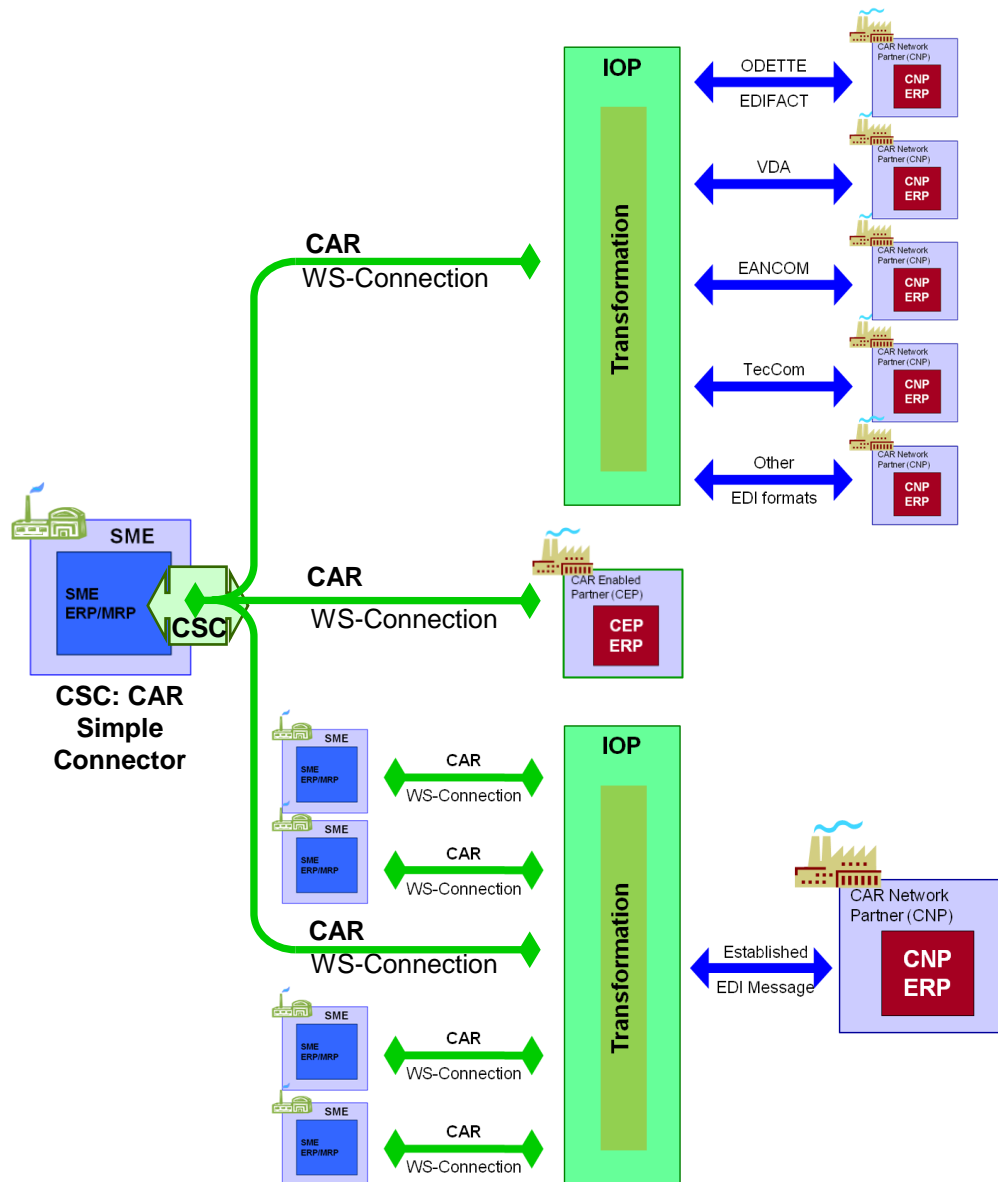


The Importance of B2B Platforms

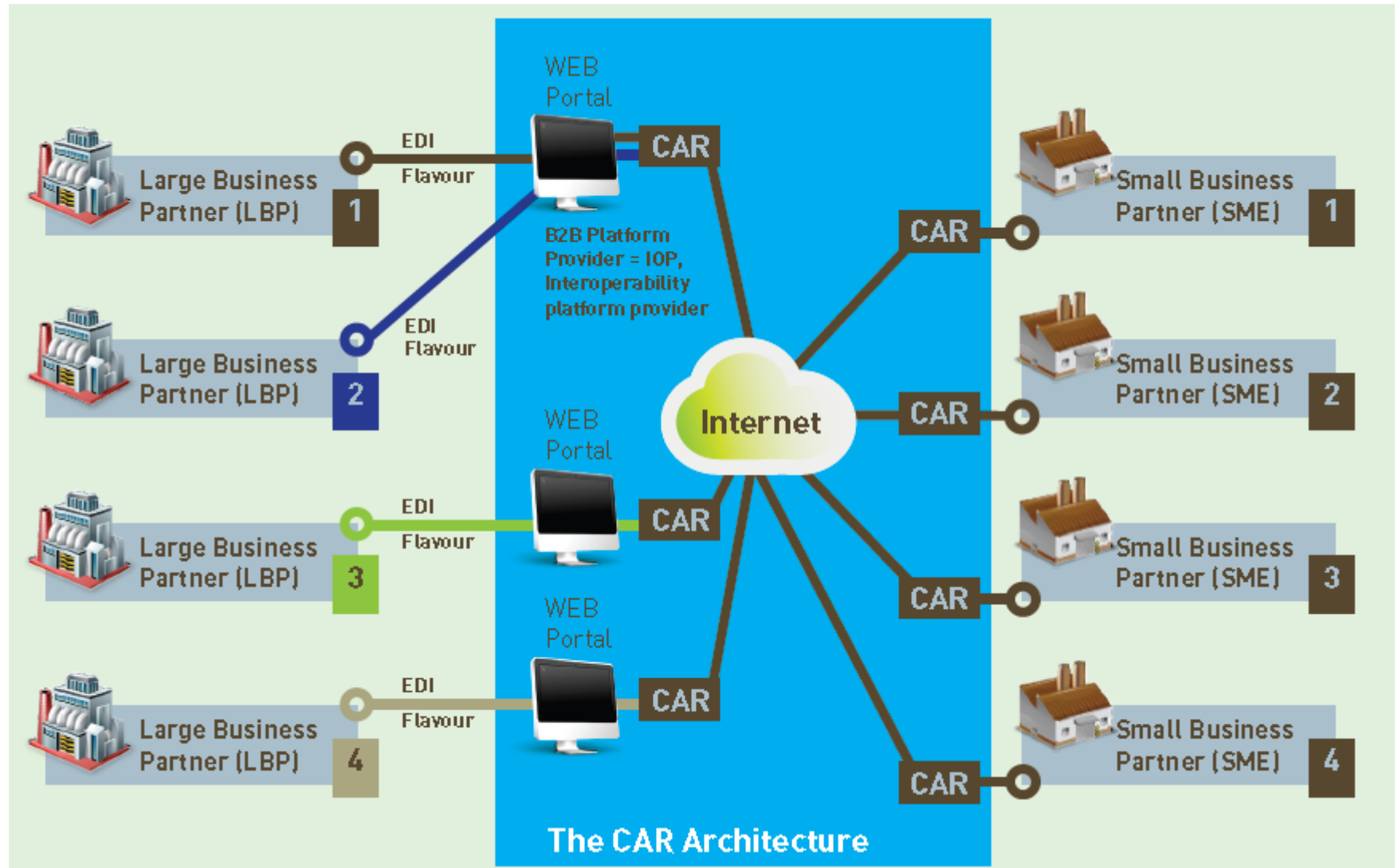
- ❑ Current portal applications alleviate the problem, but do not answer all of the SMEs' needs:
 - The B2B portals are often connected with manual data input and processing, creating new workload rather than reducing existing one
 - Different portals means different layouts and processes, complicating use
 - Integrations between existing B2B service providers are few, if any
- ❑ However, B2B portals are (and will remain) an essential part of the EDI infrastructure!



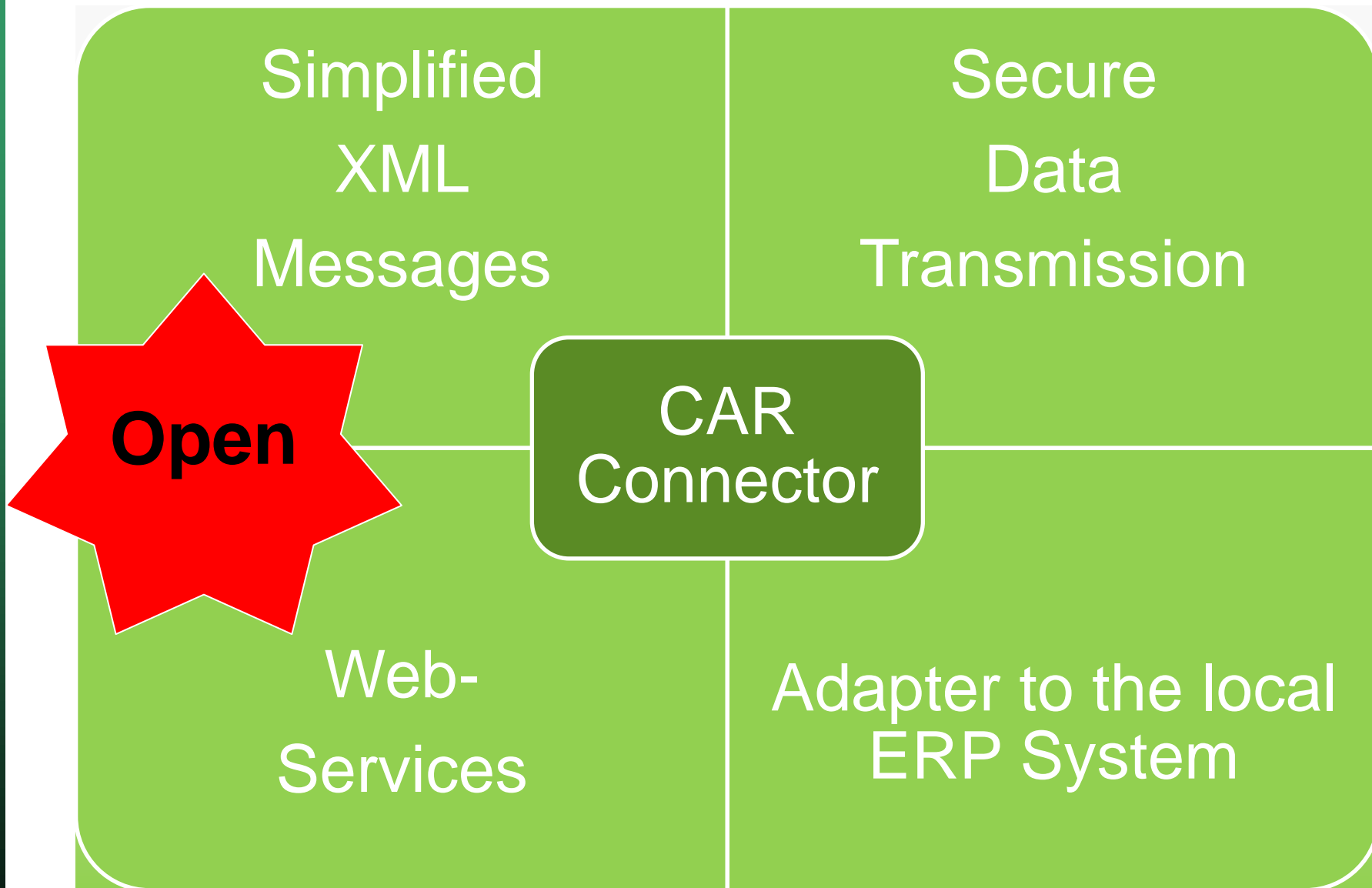
The auto-gration Project



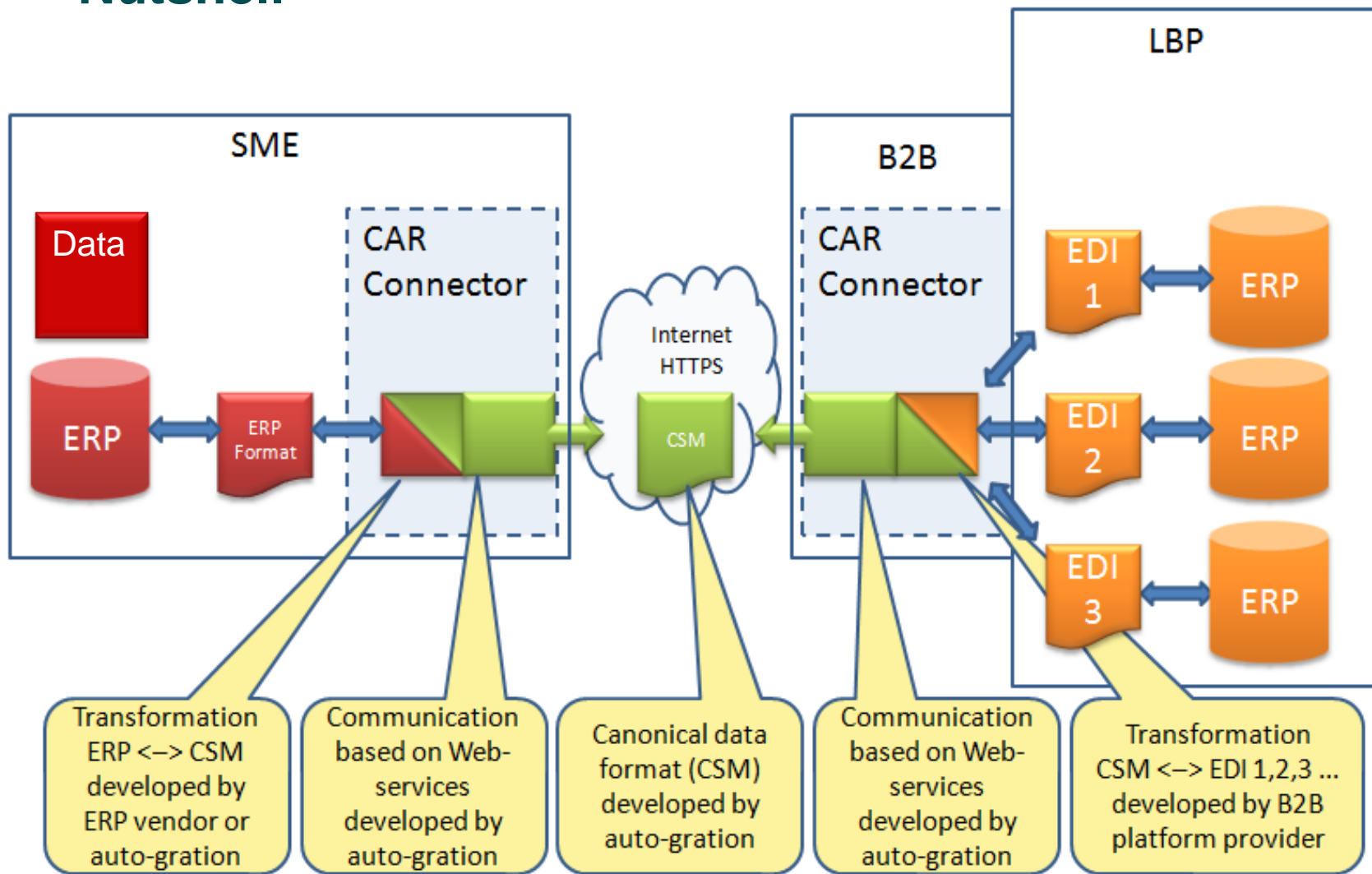
- The auto-gration project aims to develop a Collaborative Reference Architecture (CAR) that works with established EDI formats and infrastructure and offers connectivity via the CAR Simple Connector (CSC)
- SMEs working with many partners will only need to support one interface system, greatly reducing their costs, expanding their business, and encouraging not-connected companies to get integrated
- The CAR solution, being low cost, can help B2B service providers complete their service, enabling them to become Inter-Operability Platforms (IOPs)



Key Features of CAR



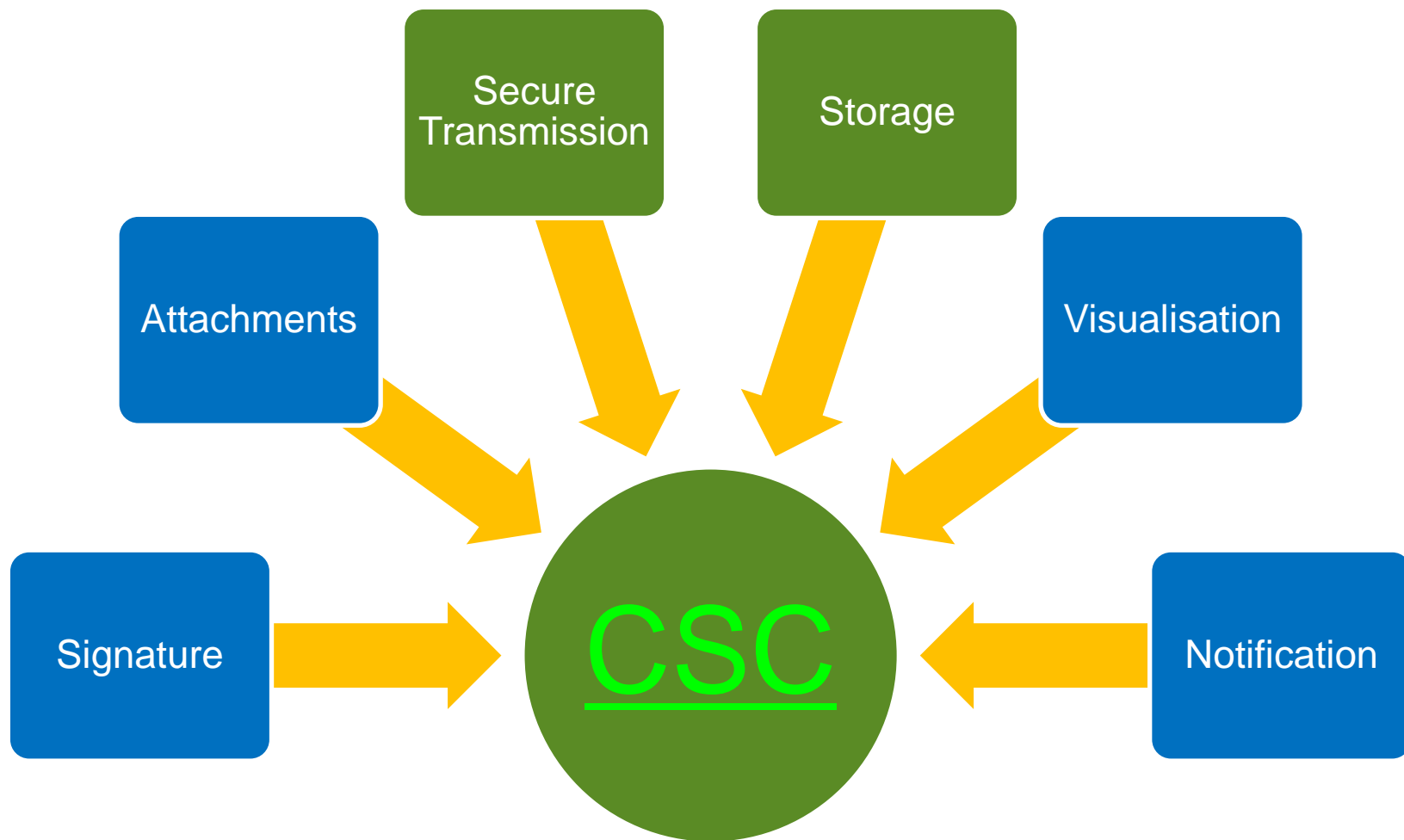
CAR Reference Architecture in a Nutshell



CAR – Collaborative Reference Architecture
 ERP – Enterprise Resource Planning system

SME - Small or medium sized company
 LBP – Large, EDI capable, business partner

Functionality provided by the reference implementation of the CSC



The table below describes the business scenarios and processes included in the specification and the corresponding business documents which will be electronically exchanged between the information systems of the two trading partners. Currently, seven business documents/messages have been specified for CAR.

Business Processes	Business Transactions	Document/Message
Upstream ordering and replenishment of production materials (from VM/OEM upstream to Tier 1, Tier 2 and Tier3)	Combined Delivery Forecast and Instruction	DeliveryInstruction
	Despatch Advice	DespatchAdvice
	Supplier-Initiated Invoice	Invoice
	Self-Billing Invoice	Invoice
Upstream ordering and replenishment of non-production materials (from VM/OEM upstream to Tier 1, Tier 2 and Tier 3)	Purchase Order	Order
	Order Response	OrderResponse
	Despatch Advice	DespatchAdvice
	Supplier-Initiated Invoice	Invoice
	Self-Billing Invoice	Invoice
Downstream aftermarket processes (from VM/OEM downstream to dealers, repair shops and wholesalers)	Availability Request and Response	AvailabilityRequest AvailabilityResponse
	Purchase Order	Order
	Order Response	OrderResponse
	Despatch Advice	DespatchAdvice
	Supplier-Initiated Invoice	Invoice

What do we offer ?

- Reference Implementation of the connector as open source software – no fees, free usage
- Collaboration and support of ERP vendors and service providers:
 - Fully documented description of the CAR Simple Message format (CSM)
 - Support in development of the specific adapters to ERP systems
 - Source code of the connector for direct implementation in ERP systems or other products

What do you need (as an SME)?

- A system to generate your business data (usually, an ERP system)
- A Computer with internet access (DSL or ADSL are sufficient)
- The adaptor module connecting your ERP system with the CAR message format
- Alternatively, a service provider, who does this for you



You want to participate? What's Next?

- You confirm your interest
- You receive the CAR specification and an open source reference implementation
- You receive support from the project team to implement CAR in your environment
- You return feedback on CAR, helping shape the CAR specification
- You are invited to the auto-gration forum, working meetings and events



Project Contacts

❑ For more information on the project as a whole please contact:

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❑ You can also consult the project's web site at:
www.auto-gration.eu

