



Creating Brighter Solutions

# Kewill EasyTrade Web Edition

**An entry-level, modular Web trading solution  
enabling rapid electronic trading**

If you are a small or medium sized, low volume or seasonal supplier, it's unlikely that you will have already adopted an Electronic Data Interchange (EDI) system and/or that you will be currently engaging in electronic trading. However, it is very likely that you will be under increasing pressure from your trading community to do so.

## Business benefits

- Ability to transact with larger trading partners
- An entry-level price point for electronic trading
- Elimination of manual processes
- Reduced EDI complexity
- Security and resilience
- A scalable, future-proof solution
- Competitive advantage
- Responsiveness and agility
- Control.

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The reason? In today's fast-moving marketplace, the fight to win – and retain - customer loyalty is fierce. The difference between corporate success and failure is often the ability to fulfil each and every order for each and every customer – before the competition.

This is where you come in. Without its suppliers' support, your trading partner cannot meet its customers' requirements. You are key. However, if you are still operating traditional trading methods – typically a paper-based process – then beware. You are fast becoming more of a hindrance than a help and your days could well be numbered.

## Electronic trading - obstacles to adoption

More and more organisations are implementing electronic trading solutions to engage with their suppliers in near real-time. The result is a more streamlined supply chain and more efficient, rapid operation – for both parties – and ultimately lead to a more positive customer experience.

However, despite the clear advantages of electronic trading, widespread uptake among smaller suppliers is still slow. This is due largely to three key issues:

- **Start up concerns:** Suppliers consider the implementation of electronic trading solutions to be too costly and time-consuming.
- **Ongoing concerns:** Suppliers believe they lack the necessary IT infrastructure, resource and skills, and specific Electronic Data Interchange (EDI) experience for successful electronic trading.
- **Post implementation concerns:** Suppliers often feel unsupported and ill-prepared following an EDI implementation.

As a result of the issues outlined above, the decision to implement electronic trading is often driven by commercial interests and principally confined to high volume, large suppliers transacting with large trading partners. In the meantime, most smaller suppliers continue with their current paper-based trading process.

The drawbacks of paper-based trading are self-evident: processing, fulfilment and invoicing delays, as well as the high risk of manual error. This unreliable, slow supply chain process impacts not only on those parties involved behind the scenes, but also directly on the end customer due to unfulfilled orders.

## Electronic trading - breaking down the barriers

Fortunately however, the marketplace is evolving and electronic trading is increasingly becoming standard industry practise. End customers expect, and trading partners demand, the speed, accuracy, responsiveness and transparency offered by an electronic process.

So, how can the current misconceptions and concerns surrounding electronic trading be addressed and the barriers to adoption be removed to allow smaller, seasonal, low volume and low value suppliers to embrace electronic trading?

## Kewill EasyTrade Web Edition: Rapid and cost-effective electronic trading

Kewill EasyTrade Web Edition offers a solution to suppliers looking to connect with their trading partners and it is specifically designed for suppliers who have previously been unable – or reluctant - to adopt traditional EDI methods of trading.

An easy-to-use, intuitive Web forms solution, Kewill EasyTrade Web Edition allows suppliers to transact electronic business documents, such as orders and invoices, with a single or multiple trading partner(s). Users can access the system to view and search all orders received, mark orders as 'Acknowledged' or 'Rejected', and chose to manually or automatically create an invoice – sig-

nificantly streamlining the supply chain and ensuring they receive rapid payment. What's more, seasonal or low volume suppliers do not need to be permanently logged into the system as an e-mail alert can be sent to notify them of the arrival of new orders.

## One size doesn't fit all – a flexible and future-proof solution

Unique in the marketplace, and in contrast to current competitive offerings, Kewill EasyTrade Web Edition is an off-the-shelf solution. This ensures the product remains as cost-effective as possible, eliminating the traditional monetary barrier to entry. It also negates the need for a lengthy, expensive consultation project and bespoke product build and rollout, enabling rapid implementation.

However, Kewill EasyTrade Web Edition is an out-of-the-box solution with a difference. The product has been developed drawing on 35 years' experience in the field and extensive feedback over many bespoke projects and rollouts. This ensures that suppliers are not simply buying a one-size-fits-all generic solution that is ill-matched to their specific requirements. In addition to the comprehensive electronic trading functionality supplied, Kewill EasyTrade Web Edition can be scaled to add additional trading partners as and when they are needed – growing as your business grows.

## Open to everyone – accessibility and adoption guaranteed

All automated EDI transactions are conducted at the supplier end without having to install any specialist software or hardware locally and without the need for dedicated IT skills. All that is required is a PC with Internet access – dispelling the myth that electronic trading is beyond the budget or IT capabilities of a small or medium sized business.

In addition, Kewill EasyTrade Web Edition is a hosted system. Fully managed by Kewill through a secure data centre, no dedicated IT or development resources are required. The Kewill Community Development Team (CDT) is also on hand to assist in supplier set-up and training. The team will also liaise with the trading partner(s) on behalf of the supplier to obtain the relevant supplier account information for a trouble free, fast implementation. This allows the supplier to focus on its core business competencies rather than concentrating dedicated resources to the set-up of the system.

Kewill EasyTrade Web Edition provides suppliers with a key differentiator. By offering just-in-time order fulfilment and management, rapid invoicing processes, and enhanced business agility, suppliers can also benefit from the resulting improvements in trading partner management and communications, ensuring a clear competitive advantage going forwards.

### Kewill EasyTrade Web Edition features

**Secure login** - All users must enter a user name and password to gain entry to the system.

**Receive orders** - Users can see all new orders received on the system in date order. Search and filter options are available to help easy location of an order and full details of individual orders can be viewed and printed.

Users can mark single, multiple or all orders received as 'Acknowledged'. Alternatively, if the order cannot be fulfilled it can be marked as 'Rejected'.

**Create and send invoices** - To avoid unnecessary re-keying of data, users can create an invoice using a document turnaround facility using information contained within an order.

Users can manually create an invoice on the system - a 'must have' feature if the trading partner only requests invoices are transacted by EDI. To help in these instances, a 'Copy Invoice' option is available, eliminating the need to create an invoice from scratch each and every time.

**Built in validation on the forms templates** - Ensuring the accuracy of any data being transmitted.

**User management** - For users who operate multiple trading accounts, or handle transactions on behalf of a number of different partners, the system allows access to multiple trading relationships through a single login.

**E-mail notification alerts** - A valuable option for low volume or seasonal trading partners, e-mail notification messages alert users to the arrival of a new order, eliminating the need to be permanently logged into the system.

**System housekeeping** - Orders and invoices are moved to an archive area after a pre-defined time period, or when the user marks them for archive.

**Behind the scenes document translation** - Document translation is completely transparent to the user, with data converted into the document formats required by the trading partner behind the scenes.

**Intuitive interface** - An easy-to-use web-based user interface allows users to easily manage their business documents.

### More information

Please contact us or visit the Kewill EasyTrade Web Edition online product page:

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