

*Supporting an Independent Distributor with services to keep pace with their client's demands, growth, and technology.*

*Independent Distributor: Aptco Inc. Birmingham, Alabama*

An Ampersand Group Member was faced with a problem. A client of his, Associated Grocers of the South was initializing cost reductions methods and forcing all its vendors to move ahead with Electronic Data Interchange (EDI) and Web based commerce (EC). Any vendor not utilizing the EDI and EC software would be assessed a \$125.00 PER INVOICE PENALTY.

Our member wanted to sell, not worry about paperwork. Our member was not familiar with the process, terminology, nor technology involved with EDI. The Ampersand Group was there to support our member through this transition. The Ampersand Group helped our member evaluate the client to determine whether the fee involved in hosting an EDI mailbox were more effective than the \$125 per invoice penalty and researched the options with the EDI interface to make this as cost effective as possible. Evaluating trends and order cycles, The Ampersand Group was able to setup a "seasonal" based EDI solution for our member.

The Ampersand Group worked directly with Associated Grocers (AG) of the South's EDI source, EDICT systems to initialize and setup an EDI mailbox for Ampersand and AG of the South. The Ampersand Group attended the training for EDI interface, prepared all system interface, protocols, and in turn was able to train and support our member through the processes.

Through this mailbox our member will now receive all PO's from AG of the South electronically, and acknowledge the orders back to AG electronically. The Ampersand Group will invoice the orders via EDI into the system and speed up the payment process and cash flow for this account. Invoices are entered with the ship date as the billing date, which has reduced our members DSO (Days Sales Outstanding) by 10-15 days.

Our member also utilizes vacation coverage of the EDI system. When he is out, The Ampersand Group gets the PO notifications as well and can acknowledge and send these back for him, making it seamless to the client.

In being a member of the Edict system, it also has opened opportunities with other EDICT system members who are EDI only members. Being able to knock on the door and tell them you are already compliant with their EC standards opens discussion and opportunities in new places. In addition, because some other vendors do not have the EC solution abilities, sales is expected to increase for this member by 30% in AG of the South this year.



**BACK OFFICE ADMINISTRATION / AP • AR**  
**ONLINE ORDERING / FULFILLMENT**  
**ELECTRONIC DATA INTERCHANGE (EDI)**  
**REDUCE DSO (DAYS SALES OUTSTANDING)**

## Solving EDI Interface solutions.

The collage features three main elements:

- groceryec website screenshot:** Shows the user interface with navigation tabs (Main, Administration, Contact Us, FAQs, Technical Support), a sidebar menu (AGSouth, Incoming, Purchase Orders, Outgoing, Invoices), and a main content area with 'Recent Announcements' and 'PARTNERS'.
- Document from Associated Grocers of the South:** Dated August 8, 2007, addressed to a 'Dear Valued Trading Partner'. It discusses the implementation of EDI and EC systems to streamline operations and reduce costs.
- Document titled 'Cost-Effective Web-EDI Solutions':** A promotional document for groceryec, highlighting its benefits and contact information.