



QUICKSTART GUIDE to EDI OUTSOURCING

Are you looking for help with creating the fcB2B documents? Here are some questions to ask an EDI service provider to ensure you understand the cost to get started, maintain and add new customers.

1. Do they have other companies using the fcB2B standards?
2. Do they have additional charges per trading partner or per map?
 - a. Trading partners are your customers not the software provider or fcB2B organization.
 - b. Maps are used to convert your data into the fcB2B format. Since fcB2B is an industry standard
3. Will they reuse maps between trading partners or is each trading partner a new setup?
 - a. fcB2B uses a standard map across the industry and is not specific to the trading partner/customer or software provider.
4. Do they support SFTP communication?
 - a. Can they support a separate folder structure for each trading partner?
 - b. Can they support having the trading partner login directly to a parent folder with just the Inbox and Outbox for that partner?
5. Do they charge a flat monthly rate, by kilo character (per 1000 characters sent) or by the number of transactions generated in a month?
 - a. A typical full catalog can range from 1kb up to 10kb based on the number of products being sent.
 - b. If sending update catalogs these will normally be much smaller.
6. What is their standard turnaround time for a new trading partner?
 - a. Given that fcB2B setup process is identical for each trading partner the turnaround time should be short.

EDI terms:

- **Trading partner** – the company you will be exchanging fcB2B documents. This is typically your customer and not their software provider.
- **VAN** – Value Added Network, think of this as the USPS for EDI documents. fcB2B doesn't use a VAN but instead was designed to exchange documents directly between trading partners.
- **EDI Map** – This is the instructions used to translate data from your system to the EDI X12 format used by your trading partner.
- **Element** – A single piece of information contained within an EDI document. An example would be a PO number found in element PRF01.
- **Segment** – A grouping of related elements in an EDI document. An example is the PRF segment which contains the PO number and PO date.
- **Element separator** – This is the character used to separate elements in the segment, like the comma used in a Comma Separated Value (CSV) file. fcB2B uses * or hex "2a".
- **Segment terminator** – This is the character used to terminate each line or segment. fcB2B uses the carriage return, hex "0d", or new line, hex "0a".