

# fcB2B Annual Meeting 2023

Embassy Suites Nashville Airport  
Day 1 – September 19

# Agenda – Day 1

- Welcome and Introductions
- Version 3 update and discussion
- Changes since last meeting
- Web Services Committee Update
- Roundtable
- Retailer Roundtable

# Welcome

- Housekeeping
- Antitrust Statement

# Antitrust Statement

- As a standards development organization accredited by the American National Standards Institute (ANSI), the Accredited Standards Committee (ASC) X12 and its sub-groups including fcB2B, shall conduct all of its activities in conformance with all applicable federal antitrust laws.
- This notice shall be in effect during and concerning all activities of fcB2B and shall be read or referred to at the beginning of every meeting.
- Items of particular importance and concern revolve around the following activities:
  - Any effort undertaken, whether expressed or implied, that could be considered to restrain trade or act as a barrier to commerce to any individual or group of individuals shall be avoided.
  - As in any meeting where competitors in an industry are present, there shall be no discussion of pricing, whether of individual company prices, industry pricing policies, or plans of any company concerning specific products, customers, or territories. This is to avoid violation of antitrust laws regarding price fixing and market division.
  - Members must take special care to avoid making any statements or engaging in conduct prohibited by this policy. Responsibility for compliance rests with every fcB2B member and any invited guests or participants.
  - If members have any doubt concerning propriety of any matters under discussion at such meetings, members shall report objection(s) to the fcB2B Director and/or a WFCB Officer or Representative.

# Antitrust Statement

- Reporting Procedures
- In order to report suspected violations of the ASC X12 Anti-Trust Statement, fcB2B members shall complete the following actions:
  - Declare and be identified as an objector to the discussion or activity in question.
  - Immediately disassociate oneself from the discussion and leave the meeting.
  - The person(s) objection and departure from the meeting shall be recorded in meeting minutes.
  - Report objection(s) to the fcB2B Director and/or a WFCA Officer or Representative

# Introductions

- Name
- Company you are representing
- First time attendee to the meeting?
- What brings you to the meeting this year?

# Version 3 Status update

Are we there yet?

# Look back to last years v3 survey

2023 at earliest	1
Expecting to test in Q3 2022	4
Expecting to test in Q4 2022	3
No time frame available	2
Not set in stone yet but targeting late Q3/Q4 2022	1
Possible end of next year	1
Ready to begin testing	1
Waiting for my software provider	6



# Version 3.x / Certification timeline

- v3.0 Released in 2018
- 2019 Certification process for v3 released
- 2020 Annual Meeting – Consensus was to upgrade by end of 2021
- v3.1 Released in September 2020
- 2021 Annual Meeting – 3 companies certified
  - Dixie Group v3.0
  - RFMS v3.0 & v3.1
  - Mohawk v3.1
- v3.2 Released in September 2021
  - Update included change for processing drops / adds
- v3.2 Updated for CARE in December 2021
- v3.2 Updated to remove UOM values from X12 specs in March 2022

Break

# Web Services Committee Update

Chad Ogden (Qfloors)

# Web Services Committee Members

Chad Ogden

Sam Smith

Zhanibek Zhumadil

Eric Appleby

Todd Smith

Rusty Dasher

Cheryl Allen

Benjamin Heinz

Patrick Bloomer

Lewis Davis

Betty Rahe

Paul Counsell

Chris Jensen

# Existing Web Services

Order Status Service

Price Check Service

Related Items Service

Stock Check Service

Reservation Service (pending implementation)

# Web Services Coming Soon

## Purchase Order Cancel/Modification Service

- Request to Service to Cancel or Modify Mill Order Number
- Service would check to see if Cancel / Modify request can be performed
- Service would return either success or reason(s) why request could not be completed.
- Sub-Committee formed to work out the details

# Web Services Coming Soon

## Image / Document Service

- Request is made for a single SKU
- Service would return URL(s) for available Image(s) or Documents
- Resulting URL(s) could be present as Images in the client or Links to documents
- Sub-Committee formed to work out the details

# Web Services

## Benefits of Web Services

- Provide Real-time Stock availabilities, Order Status, etc.
- Deployed over Internet Technologies – normally lower implementation costs
- Wide range of clients supported
- Secured using HTTPS and fcB2B 'Signature'
- Can be developed in any 'language'



# Web Services

## How to Request a New Service?

- Log into fcB2B WebSite (fcB2B.com)
- Under MBR TOOLBOX, click on WEB SERVICES REPOSITORY
- On the right-hand links, click on Change / Request Form

### fcB2B Web Services

📌 [Web Services Overview](#)

🔗 [Order Status Service](#)

🔗 [Price Check Service](#)

🔗 [Related Items Service](#)

🔗 [Reservation Service](#)

🔗 [Stock Check Service](#)

📖 [Core Rules & Procedures](#)

📄 [Change / Request Form](#)

# Web Services

## How to Request a New Service?

- Complete the Change / Request Form and click Submit Request

Please enter your Full Name \*      Please enter your Email Address \*

Name      Email

Please select a Request Type \*

Request a New Web Service  
 Existing Web Service Change Request

Please Enter Your Company Name

Company Name

Please enter your Phone Number \*

Phone Number

Web Service Name. If new, enter an appropriate name that will reflect the service being requested. \*

Existing or New Web Service Name

Business Problem this will address \*

Be as succinct as possible

Description of how this will work

Be as succinct as possible

Break

# Roundtable Discussion

# Mission Statement

Mission statement from 2014 PowerPoint:

The Mission of fcB2B is to develop and deliver improved industry-wide business relationships, business performance and connectivity by utilizing technology standards.

# Vision Statement

Vision statement from 2014 PowerPoint:

The Vision of fcB2B is to increase organizational impact and relevancy within the floor covering industry by:

- Ensuring alignment and connectivity across the value chain (i.e., Manufacturers → Distributors → Dealers → supported by software providers)
- Consistently delivering a compelling value proposition to all partners (i.e., achieving targeted ROI's)
- Increasing the adoption rate of the fcB2B transaction sets
- Enabling a more competitive customer/consumer experience (i.e., through information access and timeliness)
- Ensuring fcB2B organizational efficiency and effectiveness (i.e., member engagement, right structure, right staffing model, right leadership; sustainable funding stream)

# Advertising Co-Op Program

- Current marketing
  - Fcb2b.info
  - YouTube videos
  - Emails to prospective suppliers
  - LinkedIn
- Potential marketing opportunities
  - Flooring magazines
  - Additional Trade shows

# Enhancements to fcB2B documents

- Adding new qualifiers or update description for current?
  - Identify Manufacturer
  - Identify Supplier
- Brand is contained in LIN06/07
- Division/Seller is contained in REF



Break

# Retailer Panel

- HJ Martin and Son's
  - Green Bay, WI
- Michaels Flooring Outlet
  - St Peters, MO
- Nonn's Kitchen, Bath & Flooring
  - Middleton, WI

# Retailer Questions

- How many of your suppliers provide a product catalog?
  - Of the suppliers providing an 832 how many do you have to review / update products?
  - How much time do you spend maintaining their products?
  - For the suppliers not providing fcB2B functionality, how much time do you spend maintaining their products in your system?
- What issues cause you to review / update the product records? Why?
  - How can a supplier help with this?
- Would you like to praise the suppliers that do things right?
- How many suppliers only provide the 832 and no other documents?
- Are there issues that your software could prevent?

# Retailer Questions

- What department places orders in your store?
- Is your business using fcB2B PO's?
  - If so, what percentage of total PO's are sent via fcB2B?
  - If not, what prevents you from using fcB2B PO's?
- What problems have you experienced when using fcB2B PO's?
  - What group do you contact first with problems? (B2B Support, customer service, etc.)
- Do the PO's get acknowledged in a timely manner?
- Besides a discount, what would help increase adoption?

# Retailer Questions

- Do you receive invoices via fcB2B?
  - What percentage of your suppliers provide invoices?
- How much time is spent processing invoices received via fcB2B?
- How much time is spent processing manual invoices?
- What benefits do you anticipate getting with v3.2?
- What are your thoughts on removing v2.x documents from the website?
- Do you have other issues you would like to discuss?

End of Day 1

# fcB2B Annual Meeting 2023

Embassy Suites Nashville Airport  
Day 2 – September 20

# Agenda – Day 1

- Welcome back with recap
- SFTP adoption
- Software provider Panel
- WFCB Software Matrix
- Future Topics
  - QR or barcode on sample for SKU
  - Identification of duplicate PO's
- Metrics
  - 850 and 810
  - Dealer usage by state
- Certification process
- Non-Standard price catalog



# Welcome back with recap

- Version 3.2
  - Software companies committing to being certified by end of 2023
    - Broadlume
    - Comp-U-Floor
    - QFloors
- Formed committee to review and provide value statement for upgrading to v3.2
- PO Cancel/Modification web service held to support service to provide link to web portal to provide enhanced functions (i.e. tracking of delivery)
- Image/Document link service should proceed.
- Updated Mission statement
  - Our mission is to utilize technology standards to enhance business relationships, performance and connectivity
- Vision should remain but be reviewed each year to see if goals completed.

# SFTP adoption – Supplier update

- AllTile (PO's only)
- Arley Wholesale
- Bedrosians
- Certified Flooring Distributors
- Conestoga Tile
- Emser Tile
- Happy Floors
- JJ Haines
- Karndean
- Mohawk

- Shaw
- United Tile

## Testing

- 21 Century Tile
- Crossville Studios
- Kraus
- Stanton Flooring
- Surface Art
- The Dixie Group



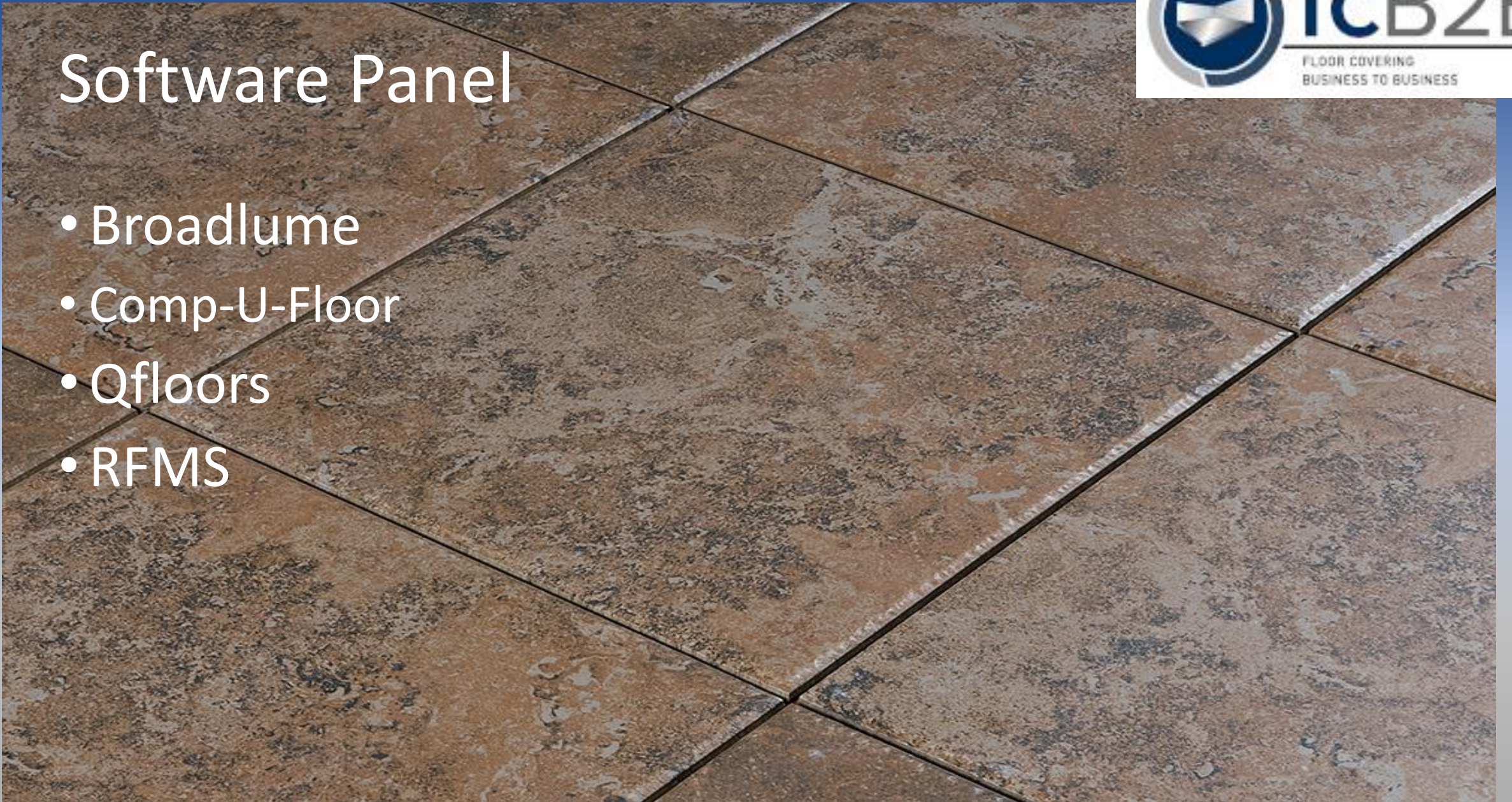
Break



Software Panel

# Software Panel

- Broadlume
- Comp-U-Floor
- Qfloors
- RFMS



# Software Questions

- What is the biggest challenge facing us about fcB2B today?
- Do you test vendors fcB2B files prior to allowing your customers to receive files?
- How are new suppliers communicated to your customers?
- What are the top 3 issues your help desk receives related to fcB2B documents or web services?
- How do these issues impact the dealer?
- What is the best way for a supplier to report problems?
- Will a complete catalog resolve problems caused by a bad catalog?

# Software Questions

- How do we increase PO usage for fcB2B suppliers?
- How can we increase adoption of web services?
- Do you have other issues you would like to discuss?



Break





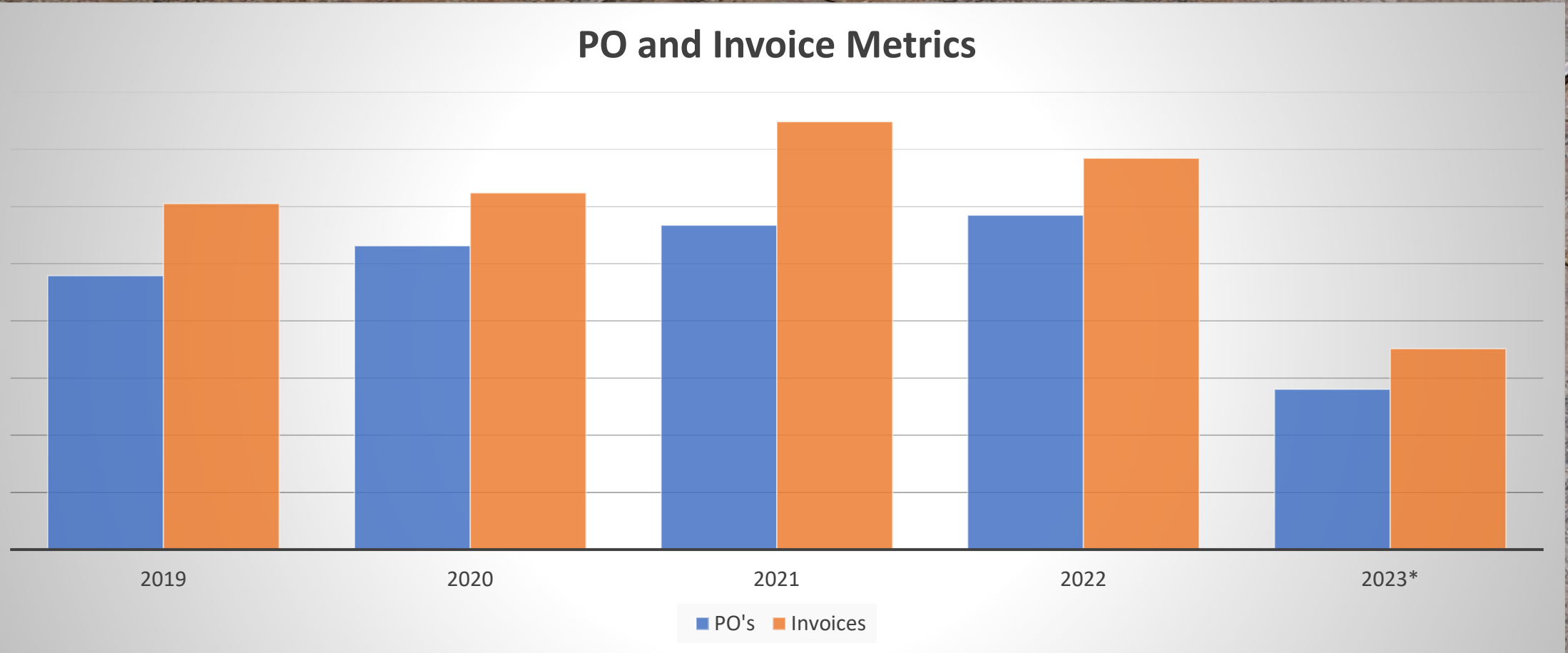
# Future Topics

- QR or barcode standard for samples for SKU
- Identification of duplicate PO's
  - Brought up in prior meeting
  - Scenario:
    - PO sent but rejected
    - PO corrected and resent (same PO # and lines)
    - Supplier treats as duplicate PO and rejects again
- Review standards to create standard tables for catalogs (i.e. size codes, backing codes, ceramic tile)

# fcB2B Metrics



## PO and Invoice Metrics



\* 2023 is first 6 months

# Certification Process

- Defined in EDI Certification Process v1.0
- MBR Toolbox > Support Documents > EDI Certification Process
- Requires a sender and receiver to complete
- Testing needs dedicated resources
- Test cases identified for testing
- Sending documents validated
- Receiving system validated based on document sent

# Non-EDI Product Catalog

- Companies working to implement
  - 2 distributors
- Software companies able to receive
  - ?
- Next Steps?

End of Day 2  
Safe travels home