FACTSHEETS
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Fact Sheet I
EDI - The Basics

What is Electronic Commerce/Electronic Data Interchange (EC/EDI)?

Electronic Commerce has been defined as the conduct of business transactions, supporting functions such as administration, finance, logistics, procurement, and transportation, between the Government and private industry using an integrated automated information environment to interchange business information. EDI is simply defined as the computer-to-computer electronic transfer of business transaction information in a public standard format between trading partners.

What is the impetus for using EC/EDI in business transactions with the Government?

In July 1993, Mrs. Colleen A. Preston, Deputy Under Secretary of Defense (Acquisition Reform) selected Ms. Delores "Dee" Smith to chair a Process Action Team focused on Electronic Commerce In Contracting across all DoD procurement activities. The PAT Report, issued December 20, 1993 and approved by the Deputy Secretary of Defense on January 5, 1994, detailed the deployment of EDI capabilities to 244 procurement activities across the Army, Navy, Air Force and DLA. Additionally, an October 1993 memorandum from the President to the heads of executive departments and agencies established the objectives to streamline procurement through the use of electronic commerce and directed the implementation of a Federal electronic commerce system. The use of industry developed ANSI X12 EDI transactions represents the lowest risk approach for both the Government and its suppliers, and will enable suppliers to do business with the Government in the same way as with commercial clients.

What are some specific benefits of using EC/EDI?

There are many benefits of using EDI. Principle ones include:

- greatly increased business opportunities
- improved quality through improved record-keeping, fewer mistakes, reduced processing delays, less reliance on human interpretation of data, and minimized unproductive time.
- reduced inventory
- cost savings from reduction of mailroom sorting/distribution time, elimination of lost documents, and reduction of postage and other mailing costs
- reduced order time
- better information for management decision-making.

What is necessary to get started in EC/EDI?

EC/EDI uses technology resources that are readily available within most businesses, and so does not require a large investment in new capital resources. The components of a system in which trading partners conduct commerce through EDI are the necessary hardware and software (as simple as a FAX or PC equipped with a modem and off-the-shelf software), a set of standards (the American National Standards Institute [ANSI] X12 standards), and communications (usually through a third-party network known as a Value Added Network [VAN]).

What sources of information and help on EC/EDI are available?

There are many sources of help available to make it easy to implement an EC/EDI program. These include the Electronic Commerce Resource Centers (ECRC), Procurement Technical Assistance Centers (PTACs), and the Electronic Commerce Information Center, which may be contacted at 1-800-EDI-3414.

Fact Sheet II
DoD Electronic Commerce Program Office

What is the charter of the DoD EC Program Office?

The DoD EC Program Office was chartered in January 1994 to enhance the access by small businesses to small purchase RFQs and to assure that the Federal Government possesses the capability to support EDI based procurements up to $100K in accordance with PL 103-355, Federal Acquisition Streamlining Act of 1994. The DoD EC Program Office identifies and manages the implementation of solutions that permit contractors to exchange EDI transactions with any Government Agency, minimally subscribe to one VAN to do business with the Government, and register only once to become a supplier. The DoD will conduct EC using commercially available EDI products that comply with the ANSI X12 standards. This office is developing a single point-of-entry for central contractor registration. The DoD EC Program Office plays a key role in each of these areas.

What does it mean for the DoD to present a "single face to industry"?

A goal of the DoD EC/EDI program is to present a "single face to industry", meaning that the DoD activities would conduct EC using EDI in accordance with ANSI X12 standards, standard Implementation Conventions, a common communications and systems infrastructure and a common set of business practices.

What is DoD's current EC capability in contracting?

The Army, Navy, Air Force and Defense Logistics Agency have existing procurement systems with EDI capability. Most make use of ANSI X12 standards in their solution, and employ standard transaction formats for conducting EDI using commercial products in their implementations. Most of the procurement systems used possess the capability to conduct business using RFQs, Responses to RFQs, and issue Purchase Orders electronically.

What is the DoD EC/EDI integration process?

The major objective in this integration process is that all DoD electronic business transactions will be exchanged with trading partners in a similar manner, regardless of service/agency, and are understandable. Different automated information systems using wholly dissimilar technologies, can transmit through diverse communication means to arrive at the final DoD Network Entry Points (NEPs) where the transactions are exchanged in exactly the same manner to our customers.

What is the DoD EC Program Office's schedule for the two-year implementation program?

The two year implementation program will incorporate 39 activities that are currently EDI capable, deploy 115 activities during Phase I, deploy a further 66 activities during Phase II, and deploy a final 29 activities during Phase III. The plan recommends that the supporting infrastructure for this program be deployed concurrently with the implementation of each site.

Fact Sheet III
DoD Electronic Commerce Information Center

What is the Electronic Commerce Information Center?

The Electronic Commerce Information Center (ECIC) was established and is sponsored by the Deputy Under Secretary of Defense (Acquisition Reform) to provide a "single face to industry" on behalf of the DoD Electronic Commerce/Electronic Data Interchange Program. This means there will be a single location for industry and governmental activities to obtain all the necessary information on how to conduct business electronically with the DoD and Federal agencies using the DoD FACNET.

How can I contact the EC Info Center?

The EC Info Center can be contacted by phone from 8AM to 8PM EST by calling 1-800-EDI-3414 or (703) 681-0211, by FAX at (703) 681-0349 or by mail at the following address: Electronic Commerce Program Office, 5111 Leesburg Pike, Suite 9104, ATTN: EC/EDI Information Center, Falls Church, VA 22041. The E-Mail address is ligonsf@acq.osd.mil.

What does the EC Info Center provide?

The EC Info Center will provide government agencies and industry with a single repository of current factual information on electronic commerce and electronic data interchange. The information will consist of:

- implementation schedules and EDI capabilities status of governmental activities.
- trading partner capabilities for targeted increases in electronic data interchange use.
- re-engineering data and electronic commerce concepts gathered from private sector leaders in electronic commerce/electronic data interchange for use in implementing electronic commerce business operating concepts.
- outreach/briefing materials and publications supporting the single face to industry goal.
- contractor registration and EDI Implementation Conventions information.

How does the EC Info Center distribute information?

The EC Info Center is establishing a World Wide Web INTERNET server capability for the dissemination of electronic commerce/electronic data interchange program information, implementation conventions, deployment schedules, points of contact, and general information.

The Center helps callers representing DoD contractor's with EDI and CAGE registration as part of its outreach support.

The Center prepares metrics reports for use by the DoD EC Program Office, Department of Defense offices and other concerned activities from the Center's tracking databases.

Fact Sheet IV
Contractor Registration For EDI

What is the purpose of contractor registration and testing?

Central contractor registration is a business process re-engineering opportunity made available through the implementation of EDI technologies in government procurement. Using the industry supported ANSI X12 Trading Partnership Profile (838) transaction set to accept contractor registration data at a single location on behalf of all government systems employing EDI capabilities, the government has lessened the burden on both industry and its own internal activities. This capability will eliminate the need for government contractors to register with each procurement activity as they do today when utilizing EC/EDI.

What are the benefits of centralized contractor registration?

The principle benefits of electronic registration are:

- eliminating delay for the need to contact/obtain data from a contractor
- eliminating the need for each contractor to register with each procurement activity
- a standardized registration procedure across the government that eliminates redundancy, and provides a common method of gathering trading partner information
- trading partners submit only one application to reach all government procurement offices
- providing useful and accurate information in a standard format
- non-electronic data interchange trading partners can also register

Who provides registration information?

The Electronic Commerce Information Center (ECIC) can assist you in registering with the Central Contractor Registration System (CRS) run by the Defense Information Systems Agency (DISA) Mega Center - Columbus. ECIC can be contacted by phone from 8am to 8pm ET at 1-800-EDI-3414 or (703) 681-0211, by FAX at (703) 681-0349, or at the following mail address: Electronic Commerce Program Office, 5111 Leesburg Pike, Suite 9104, ATTN: EC/EDI Information Center, Falls Church, VA 22041.

What are the steps for registering as a Trading Partner?

After the contractor calls the ECIC, the registration process proceeds as follows, and assistance will be provided in obtaining these codes:

1. The contractor obtains a CAGE code from the Defense Logistics Service Center, if selling to the DoD.
3. The contractor obtains a DUNS number. Dun & Bradstreet assigns a DUNS number to any contractor who does not already have one.
4. The contractor selects a certified public or private VAN to transmit/receive data.
5. The contractor transmits an ANSI X12 838, 003040FED version, transaction via the VAN to the CRS. The 838 transaction is translated and information is verified before registration is completed.
6. The central trading partner registration information system provides trading partner profiles to the government's automated procurement systems. Updates will be provided upon request.
6.

Fact Sheet V
ANSI X12 Standards

What is the role of the American National Standards Institute (ANSI)?

The American National Standards Institute or ANSI is the coordinator and clearinghouse for national standards in the United States. ANSI does not write national standards, it charters organizations called 'Accredited Standards Committees' or ASCs, composed of voluntary representatives from industry, labor, consumer, and government to prepare consensus standards. Upon public comment and approval, ANSI ASCs publish national standards.

What is the Accredited Standards Committee (ASC) X12 and what does it do?

The ASC X12 (a designation assigned by ANSI) was chartered to develop the structure, format, and content of electronic business transactions conducted through Electronic Data Interchange (EDI). The ASC X12 is administered by the Data Interchange Standards Associations, Inc. (DISA), a not-for-profit corporation. DISA staff manages the ASC X12 membership, balloting, standards development and maintenance, publications, communications with ANSI on behalf of ASC X12, and other duties. The result of the ASC X12 committees efforts are the ASC X12 Standards.

What are the ASC X12 Transaction Set Standards?

An EDI transaction involves the electronic transmission of a business document in the form of a Transaction Set, that is prepared in accordance with an ASC X12 standard format, known as a Transaction Set Standard. The ASC X12 Transaction Set Standards "facilitate electronic interchange relating to order placement and processing, shipping and receiving information, invoicing, payment, and cash application data." A Transaction Set is the data that is exchanged to convey meaning between Trading Partners engaged in EC/EDI. There are currently 187 Transaction Set Standards published by ASC X12 (as of 1/94).

What is the Federal Government's position on the use of ASC X12 Standards for EC/EDI with the Government?

The Federal Government has endorsed the use of ASC X12 Standards for EC/EDI with the U.S. Government through Federal Information Processing Standards Publication 161. The DoD has published a set of Implementation Guidelines for an approved subset of the ASC X12 Transaction Set Standards.

What specific ASC X12 Transaction Set Standards will be used by the DoD during this program?

Fourteen ASC X12 Transaction Set Standards will be phased in during this two year program, including:

ASC 840 - Request for Quotation (RFQ)
ASC 843 - Response to an RFQ
ASC 850 - Purchase Order (PO)
ASC 824 - Application Advice
ASC 836 - Contract Award Summary
ASC 838 - Trading Partner Profile
ASC 864 - Text Message
ASC 997- Functional Acknowledgement
ASC 832 - Price/Sales Catalog
ASC 855 - PO Acknowledgment
ASC 860 - PO change
ASC 865 - PO Change Acknowledgment
ASC 869 - Order Status Inquiry
ASC 870 - Order Status Report

Additional transactions will be phased in as requirements are defined.

What are the benefits to the Government and Industry by adopting ASC X12 Standards?

The ASC X12 standards were selected because they are already used by private industry. They were developed in compliance with ANSI rules for standards development. They build on the success of private industry in implementing EDI. This means that the program represents a mature technology with immediate savings in time, labor, and resources for the Federal Government and Industry both. Using the ASC X12 Standards, Trading Partners will only be required to support a single hardware & software architecture. This simplifies the training burden for the staff who supervise,

operate, and support EC/EDI in their organizations. The EDI end-user staff learn one `system'—rather than many.

Fact Sheet VI
DoD EDI Compliance Testing

What is the purpose of Compliance Testing?

A contractor who sucessfully completes the testing requirements and completes the EDI registration process can be a trading partner and conduct electronic data interchange business with any DoD entity. Contractor and component compliance testing validates that the trading partner's electronic data interchange output file works with American National Standard Institute (ANSI) X12 and DoD electronic data interchange conventions. A trading partner that has selected a DoD certified VAN, but not selected a compliance tested VAS or commercial software package, must also complete compliance testing of their EDI capability.

What are the benefits of centralized Compliance Testing?

The principle benefits of centralized Compliance Testing are:

- Testing one time for EDI with all DoD procurement activities
- Correct identifiable errors before going on-line
- Reduce chances of errors occurring during response submittals
- Eliminates redundant functions and time spent in performing them

Who provides Compliance Testing information?

The Electronic Commerce Information Center (ECIC) can assist you in registering with the Centralized Contractor Registration System (CRS) and in preparing for EDI Compliance Testing should it be necessary. The ECIC can be contacted by phone from 8am to 8pm ET at 1-800-EDI-3414 or (703) 681-0211, by FAX at (703) 681-0349, or at the following mail address: Electronic Commerce Program Office, 5111 Leesburg Pike, Suite 9104, ATTN: EC/EDI Information Center, Falls Church, VA 22041.

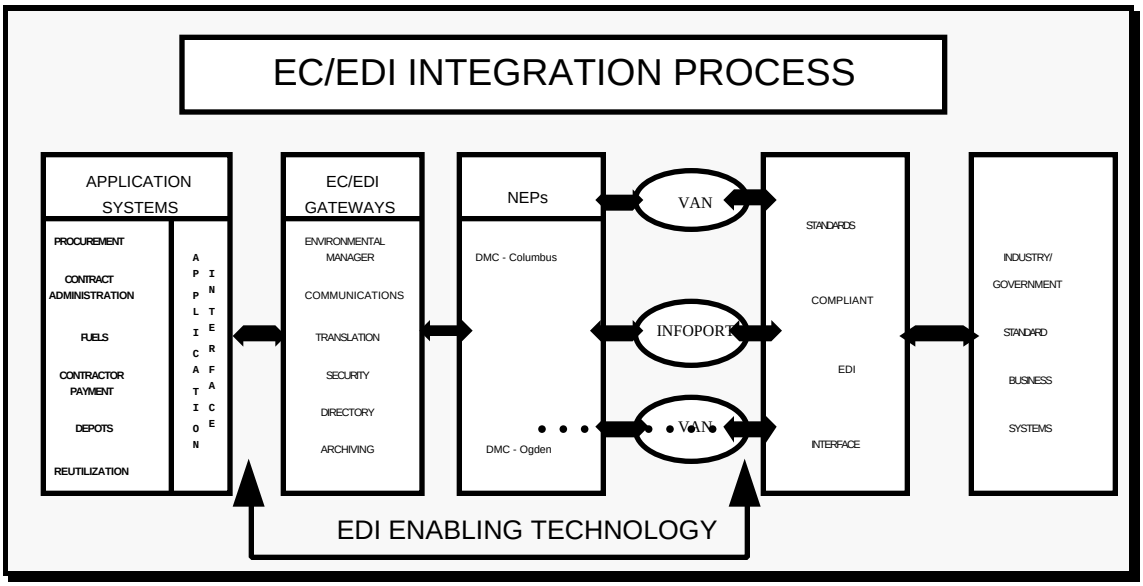
What are the steps in the Compliance Testing process?

At the Trading Partner's request, either the Federal Electronic Data Interchange Convention, Version 3040, or the DoD Implementation Convention, Version 3010, will be used for testing and certification. Testing will involve the Trading Partner and Test Facility successfully transmitting transaction sets of the ANSI X12 (840)-Request for Quotation, (843-Response to Request for Quotation, (850)-Purchase Order and (997)-Functional Acknowledgments between facilities.

Fact Sheet VII
DoD Infrastructure: Gateways, NEPs, and VANs

- **What Is The DoD Infrastructure ?**

The DoD Infrastructure is the interconnection of communications and computer systems supporting the business applications needed for Electronic Commerce (EC). These business application systems provide procurement, administration, finance, logistics, transportation and other mission support for the Department of Defense and other federal agencies. The primary goal of the standard DoD Infrastructure is to support a "single face to industry" in the most economical manner. This means that electronic business transactions must be available to all trading partners in the same standards-based format regardless of the activity originating the transaction.



- **What are NEPs and Gateways?**

A Network Entry Point (NEP) is a collection of hardware and software which provides communications connectivity to commercial and private Value-Added Networks (VANs) in order to electronically exchange EDI transactions between DoD activities and other government and private sector Trading Partners. A Gateway consists of both hardware and software that provide EDI translation services, archiving, security, and environment management for converting non-standard business application systems data into ANSI ASC X12 format. Gateways typically support numerous business systems both locally and geographically dispersed.

- **How is information transferred between the Government and its trading partners?**

Information from a Government activity such as a DoD Contracting Office is sent through an application system to the supporting Gateway. After translation, archiving, and other functions performed by the Gateway, the information is transmitted to a Network Entry Point or NEP. NEPs receive the EDI transactions and transfer them to the VANs that have been certified and connected to the DoD Infrastructure. The VANs distribute the information to their customers in the format and fashion as they mutually agreed to. EDI transactions are returned to the Government by its trading partners in the reverse of this information flow.

- **What is a VAN and VAS?**

A Value-Added Network (VAN) is an entity that provides communications services, electronic mailboxing and other communications services for EDI transmissions. A Value-Added Service (VAS) is an entity that provides services beyond communications to its customers. These services may range from translation and segregation of the data to complete turn-key business systems support for customers.

- **What Information Can DoD Provide About VANs?**

Several guidelines are offered for your use in evaluating VAN Services. They include:

- DoD certification status (Contact the EC Information Center for an updated list of certified VANs). Only DoD certified VANs are connected to DoD NEPs.
- availability and reliability of the VAN services
- type of communications supported (synchronous, asynchronous, transmission speeds)
- added features offered (translation services)
- cost
- backup and recovery services provided
- security measures used to protect your data.

- **What equipment is needed to access a VAN?**

The options available for connecting with a VAN are too numerous and dynamic to attempt to cover here. Today, interfaces between VANs and their customers are supporting everything from fax machines to on-line computer services. Depending on your business size, products and systems, fax capability may be all that is needed for you to get started in EDI. With expanded growth of your firm may come more advanced requirements. A basic review of your business needs and applications systems, if any, should be accomplished before selecting the EDI implementation that you will use. Strive to identify a solution that fits your business operation, projected EDI usage, business goals and information system and your desire for capabilities. Microcomputer based commercial packages to large systems packages are available from dozens of companies today to support not only EDI, but completely integrated Electronic Commerce business systems. EDI provides unparalleled opportunities for business process re-engineering, but it is an individual corporate decision to the extent that it needs to be or will be done.

DoD-Certified Value Added Network (VAN) List

The most current listing is available on the www at: http://www.acq.osd.mil/ec

Advanced Communications Systems
Government Program Support
25054 Lorain Road
North Olmsted, OH 44070
Phone: 800-223-5424 or 216-779-5424
Fax: 216-779-9462
Internet: sales@acsmail.com

Advanced Logic Resources, Inc.
Pamela Aksomitas
230 Columbia Avenue
Chapin, SC 29036
Phone: 803-345-6005
Fax: 803-345-0101
Internet: edi@alr.net
WWW: http://www.alr.net

Advantis
Dave Bolan
3405 E Dr. M.L. King Jr Blvd, PO Box 30021
Tampa, FL 33630-3021
Phone: 813-878-5462
Fax: 813-878-3398
Internet: dbolan@vnet.ibm.com
WWW: http://www.ibm.com/globalnetwork

ALI Corporation
Sam Saffari
23441 Golden Springs, Suite 334
Diamond Bar, CA 91765
Phone: 909-396-8255
Fax: 909-396-8258
Internet: alicorp@ix.netcom.com

ANGLE Inc
Jan Ziarko
7406 Alban Station Court
Springfield, VA 22150-2130
Phone: 800-866-6402
Fax: 703-866-0063
Internet: vaninfo@angleinc.com

AT&T
Tony Avitollo
PO Box 2457
Philadelphia, PA 19147
Phone: 201-331-4393
Fax: 201-331-4598
Internet: avitollo@attmail.com
WWW: http://www.att.com/easylink

CACI, Inc.
Jack Coppley
3930 Pender Drive
Fairfax, VA 22030
Phone: 800-752-5215
Fax: 703-277-3450
Internet: edimgr@quickbid.com
WWW: http://www.quickbid.com

Complexity Simplified, Inc.
Thomas A. Godwin
PO Box 100280
Denver, CO 80250-0280
Phone: 303-777-1121
Fax: 303-777-5214
Internet: csi@henge.com
WWW: basvan.com

Computer Network Corporation
Wesley Holder
335 Hartford Road
South Orange, NJ 07079
Phone: 201-275-0095
Fax: 201-275-0118
Internet: wholder@compnet.com
WWW: http://www.compnet.com

DATAMATIX
Tim McKee
630 West Germantown Pike, Suite 300
Plymouth Meeting, PA 19462
Phone: 800-859-3426
Fax: 610-397-0909
Internet: sales@dmx.com
WWW: http://www.dmx.com

EDS
Sue Hodapp
Mail Stop: A2N-D51, 13600 EDS Drive
Herndon, VA 22071
Phone: 800-483-2954 x363
Fax: 703-742-2576
Internet: msecedi@gsg.eds.com
WWW: http://www.eds-ms.com/ec

ELOCO, Inc.
Lou Klotz
90 Main Mast Circle
New Castle, NH 03854-0204
Phone: 603-430-4041
Fax: 603-430-4041
Internet: eloco@gap.net
WWW: http://www.eloco.com

GAP Instrument Corporation
Federal VAN/EDI Service Center
100 Horse Block Road
Long Island, NY 11980-9504
Phone: 516-924-1700
Fax: 516-924-1799
Internet: edi@gap.net
WWW: http://www.gap.net

GE Information Services, Inc (GEIS)

Everette Hammond
401 North Washington Street
Rockville, MD 20850-1785
Phone: 800-742-4852 opt. 1,2
301-340-4236
Fax: 301-517-3967
Internet: schu@geis.geis.com
WWW: http://www.geis.com

GPAS, INC
Sue Rogers
Government Procurement Assistance Service
201 Commack Road
Commack, NY 11725
Phone: 888-EDI-LINK
516-499-1077
Fax: 516-493-0613
Internet: gpasales@gpas.com
WWW: http://www.gpas.com

Harbinger*EDI Services
Government Sales Department
1055 Lenox Park Blvd.
Atlanta, GA 30319
Phone: 800-367-4272
Fax: 404-841-4364
Internet: govtmsg@harbinger.com
WWW: http://www.harbinger.com

L.E. Pernell & Associates (LEPA)
Eddy Thamas
13017 Artesia Blvd, Suite D104
Cerritos, CA 90703
Phone: 310-483-8161
Fax: 310-483-8163
Internet: lepedi@earthlink.net
WWW: http://www.edi-lepa.com

Maple Information Services
Hany Hamza
93 Water Street
St. John's, NF A1C 1A5 Canada
Phone: 709-739-6778
Fax: 709-739-6773
Internet: hany@maple-com.cs.mun.ca
WWW: http://maple-com.cs.mun.ca

MCI Telecommunication Corporation
MCI Global Field Sales Support
201 Centennial Avenue
Piscataway, NJ 08854
Phone: 800-999-2096
Fax: 800-866-9329 or 908-980-7629
Internet: 6991476@mcimail.com

Network Information Services
Charlotte Lakeotes
359 San Miguel Drive, Suite 204
Newport Beach, CA 92660
Phone: 800-989-5800

Fax: 800-958-5850
Internet: 71750.2555@compuserve.com

Premenos Corporation
Kevin Thornton
1000 Burnett Avenue
Concord, CA 94520
Phone: 510-602-2000
Fax: 510-688-2895
Internet: kevin@templar.net
WWW: http://www.premenos.com

Sales Opportunity Services Inc (SOS)
Sales Department
PO Box 951
Altoona, PA 16603-0951
Phone: 800-225-6853
Fax: 814-949-3339
Internet: soswww@ibm.net
WWW: http://www.softmall.ibm.com/sos

Sidereal Corporation
EDI Sales Department
7426 Alban Station Boulevard, Suite A104
Springfield, VA 22150
Phone: 703-912-6200
Fax: 703-912-6204
Internet: mhall@sidnet.com
WWW: http://www.sider.com

Simplix
Audrey Helou
3780 Rochester Road, Suite 100
Troy, MI 48083
Phone: 800-Simplix or 810-740-8150
Fax: 810-740-8180
Internet: sales@edi.com
WWW: http://www.simplix.com

Softshare
EDI Sales Department
2241 Stanwood Drive
Santa Barbara, CA 93103
Phone: 800-346-6703
Fax: 805-882-2599
Internet: sales@sshare.com
WWW: http://www.sshare.com/Edi.html

Sprint Government Systems Division
Rick Kleiner
8330 Ward Parkway
MS MOKCMY0401
Kansas City, MO 64114
Phone: 816-854-2601
Fax: 816-854-2068
Internet: richard.kleiner@qm.sprintcorp.com
WWW: http://www.sprint.com

Sterling Commerce
Bob Lynch
4600 Lakehurst Court
Dublin, OH 43016-2000
Phone: 614-793-7058
Fax: 614-793-7092

Internet: bob_lynch@stercomm.com

Technology Management Programs, Inc.
Bob Anderson
PO Box 188063, 1725 Geranium Street
Carlsbad, CA 92009
Phone: 619-431-8133
Fax: 619-431-2644
Internet: tec@rfqnet.com
WWW: http://www.rfqnet.com

TPS, Inc.
Richard Snyder
385 Bel Marin Keys Boulevard
Novato, CA 94949
Phone: 800-346-6459
Fax: 415-883-3754

VANSAT
Mark Morris
12777 North Rockwell
Oklahoma City, OK 73142
Phone: 405-720-4745
Fax: 405-728-3073
Internet: 75362.2062@compuserve.com