BtoB-Link

The Complete EDI Integration Solution

What is B to B-Link?

B to B-Link is an add-on module for Sage MAS 90 and Sage MAS 200 ERP software and is the only EDI solution that exists completely as part of the ERP package. B to B-Link includes the highest level of integration available with the addition of communications using AS2 technology. Simply put, B to B-Link allows Sage MAS 90 and Sage MAS 200 to understand and integrate EDI unlike any other solution.

Why B to B-Link?

Having provided Sage MAS 90 and Sage MAS 200 ERP users with EDI solutions for almost 20 years, B to B Visions found the need for a more capable and flexible EDI integration package for Sage MAS 90 and Sage MAS 200 ERP software systems.

Don't Translate, Integrate

Typical EDI providers use a process commonly titled "Translation" in their EDI solutions. This involves converting EDI data to a format which the ERP system can understand. But translation isn't required; it's complicated, tedious for everyone involved and in some cases, very expensive. That's why B to B-Link doesn't translate, it integrates. The integration abilities of B to B-Link are unsurpassed, allowing EDI documents to import to any destination or export from any source in Sage MAS 90 or Sage MAS 200 ERP software.

Giving a new meaning to simple

B to B-Link effectively removes half of the work involved in using an EDI system, including setup, support and daily processing. Setup is a breeze with B to B-Link, it's just like any other module for Sage MAS 90 or Sage MAS 200. EDI terms and functionalities are easily related to the users and presented in understandable ways. Daily processing with B to B-Link couldn't be easier; having a mailbox built directly into the ERP software makes EDI intuitive and familiar to anyone already using Sage MAS 90 or Sage MAS 200.

Don't Translate, Integrate

The diagram below shows the expensive and unnecessary step of translation used by other EDI solution providers. This process is what makes these EDI systems complicated to implement and a burden to use.
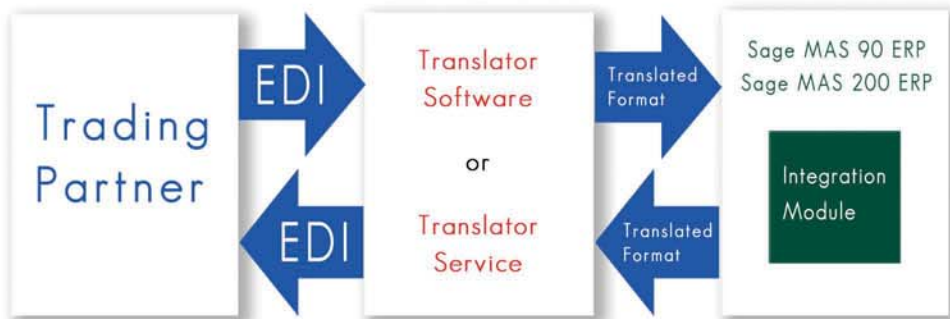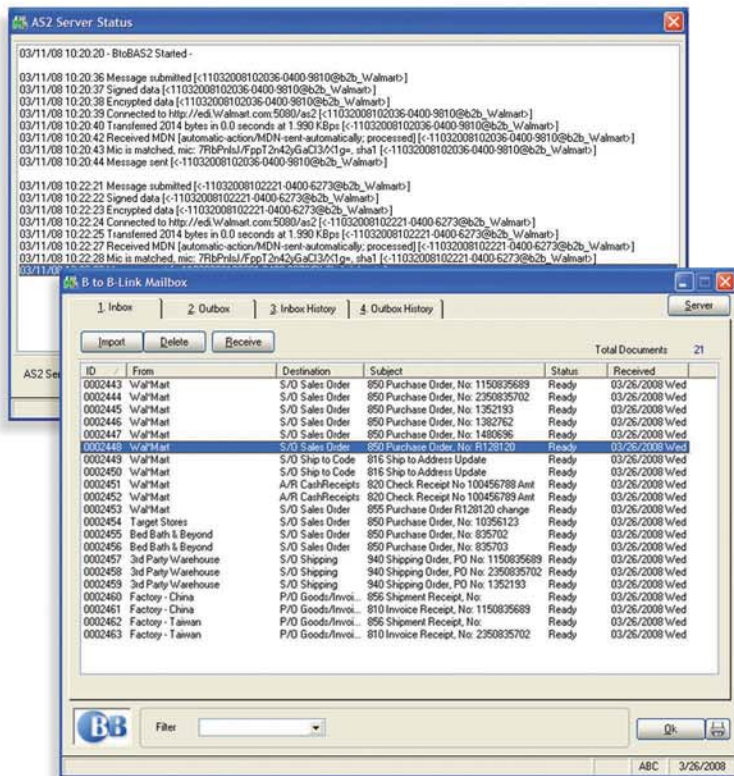
B to B-Link drastically simplifies the process by eliminating the step of translation entirely, allowing direct communication with Trading Partners and enabling an unparalleled level of EDI integration for Sage MAS 90 and Sage MAS 200 ERP software systems.

Communications

B to B-Link allows for such integrations because it is capable of transmitting and receiving EDI documents using AS2 technology. AS2 is encrypted, secure and allows for a direct connection to the trading partner over the internet. When properly used, it effectively eliminates any VAN or extra network charges commonly associated with EDI systems. Because of these benefits, AS2 is the future of EDI and trading partners are actively moving their systems to ones which use AS2 technology. If a VAN is required by your trading partner, B to B-Link can also connect with them via AS2. Not being limited to our own VAN means we can shop around and find the best deal for you, allowing us to providing extremely competitive VAN rates.
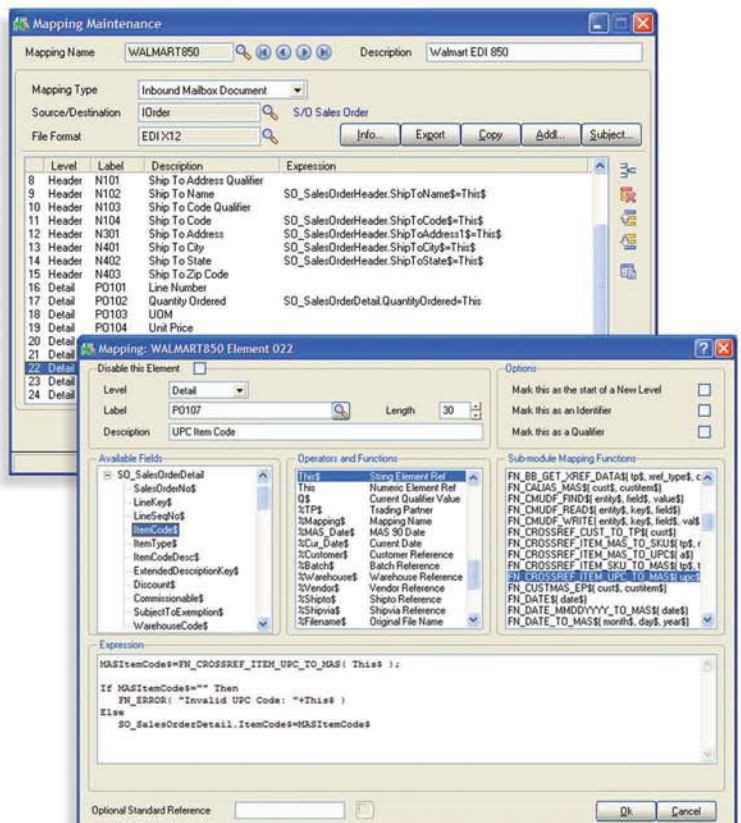
The Mailbox

From the mailbox users can send, receive, import and export EDI documents all from one central location. Historical records and audit trails are provided for every document entering or leaving the Sage MAS 90 or Sage MAS 200 ERP software environment. Any invalid information can be addressed and fixed quickly without the need for print outs and wasted paper.

Modular System

Purchase only the parts you need, when you need them. Whether there is a new requirement or you've decided to streamline a portion of the business, B to B-Link will grow to meet the demands.

Minimal Footprint

B to B-Link exists as an additional module for Sage MAS 90 and Sage MAS 200 but does not modify any standard programs. This insures that B to B-Link does not interfere with any enhancements which may already be installed.

Flexible Mappings

Highly flexible and customizable mappings can fit any business demand. B to B-Link uses a scripting language and script building similar to ones already familiar to Sage MAS 90 and Sage MAS 200 users. This eliminates the need for overburdened and confusing setup screens, simplifying and speeding up the setup process.

Familiar

Because B to B-Link is part of the ERP system, and not external, there isn't a need to leave the Sage MAS 90 or Sage MAS 200 environment to process EDI documents.

Cross References

Data isn't always as you need it. B to B-Link provides a complete solution for cross-referencing any data that enters or leaves the ERP system. Built in cross-references include Items, Ship To Codes, Ship Via Codes and a general user defined cross-reference for anything else that may be needed.

What is EDI?

Put simply, EDI (Electronic Data Interchange) is about doing business and carrying out transactions with your trading partners electronically. EDI covers most things that are done using paper based communications, for example placing orders with suppliers and carrying out financial transactions. More formally, EDI is described as the interchange of structured data according to agreed message standards between computer systems, by electronic means.

Electronic exchange of information in the context of pure EDI effectively means without human intervention. EDI may seem difficult to distinguish from electronic mail (e-mail) as both involve the transmission of electronic messages between computer systems. What differentiates the two is that e-mail is intended for human readers and EDI messages are intended for automatic processing.

Benefits of Using EDI

Eliminate Data Entry - By automating transactions with your Trading partners, companies gain by reduced labor costs, elimination of human error and faster document processing.

Increase the quality of the Trading Partner relationship - Trading Partners favor customers and vendors who have quality EDI systems in place because electronic data interchange (EDI) makes you attractive to deal with from your customers' point of view. In their eyes your company is cheaper and more efficient to deal with than a competitor who uses paper, your costs will be lower because you will require less manpower to process orders, deliveries and payments

Eliminate Paper - Paper based trading relationships have some noticeable disadvantages, including stationary and printing costs, document storage and postage costs. EDI relationship's are by nature, better for the environment.

Reduce Lead times and payments – Integrating electronic documents means they can be processed much faster, reducing lead times and speeding up payments.

About B to B Visions

B to B Visions was one of the first solution providers of EDI for Sage MAS 90 and Sage MAS 200 ERP software, starting in 1991 for MAS 90 2.x. Over the years we have implemented solutions for 1000's of EDI Trading Partner relationships and our solutions on average process over 5 million documents annually. Many of our users have been known to process over 250,000 EDI documents in a single year.

Feature List

- Complete EDI system in one package
- Exists as a module for Sage MAS 90/200
- Intuitive and familiar mailbox interface
- Integrates *ANY* EDI document
- Communicate via AS2 technology
- Extremely flexible integration engine
- Precise scheduling and automation
- Powerful batch processing
- Detailed history and logging
- Multi-user capable
- Email notification system
- Mailbox filtering, sorting and searching
- Native C/M Custom Office support
- Capable of real-time integrations
- Built in data cross-referencing
- Does not modify source code
- Designed for speed
- Business rule validation
- User defined validation

Our solutions don't require

- Translation software
- External communications packages
- Cumbersome websites
- VAN charges*
- Additional network fees
- Data synchronizations/merges
- Redundant setup
- Additional software
- Extra support agreements
- All the hassle of implementing EDI

* When AS2 is supported by the Trading Partner

Pricing

Since our EDI solutions contain less moving parts, it's inherently cheaper. No need to purchase any translation or communication software packages, it's all part of the B to B-Link module for Sage MAS 90 and Sage MAS 200. Not only is it cheaper to purchase it's cheaper to run. If the trading partner supports AS2 communications, B to B-Link allows for a direct connection with them over the internet, enabling free EDI with no VAN or network charges.

Not just for EDI

The B to B-Link module enables integrations with a wide variety of technologies such as XML, HTML, comma separated files, fixed width files, ODBC connections and SQL databases all using the same engine and with the same features. B to B-Link has been successfully used in the integration of websites, third party warehouses, point of sale systems, warehouse managament systems and as part of many other solutions.

The following is a list of EDI Documents handled by B to B-Link and how they integrate with the Sage MAS 90 and Sage 200 ERP software systems.

180 Return Merchandize Authorization
Outbound from R/A RMA
Inbound as R/A RMA
Outbound from R/A RMA Return
Inbound as R/A RMA Return

204 Motor Carrier Shipment Information
Outbound from S/O Sales Order

210 Motor Carrier Freight Invoice
Inbound A/P Invoice
Outbound A/R Invoice History
Outbound S/O Invoice
Outbound A/R Invoice

211 Motor Carrier Bill of Lading
Outbound from S/L Shipment Routing

753 Request for Routing Instructions
Outbound from S/L Shipment Routing

754 Routing Instructions
Inbound as S/L Shipment

810 Invoice
Outbound from S/O Invoices
Outbound from A/R Invoice History
Outbound from S/O Shipping
Outbound from S/L Shipments
Inbound as P/O Receipts of Invoice
Inbound as P/O Receipts of Goods
Inbound as A/P Invoices

812 Credit/Debit Adjustment
Inbound as S/O Invoice Credit Memo
Inbound as A/R Invoice Credit Memo

816 Organizational Relationships
Inbound as A/R Ship To Codes
Outbound from A/R Ship To Codes

820 Payment Order/Remittance Advice
Inbound as A/R Cash Receipts
Outbound from A/P Check Invoice

830 Planning Schedule w/ Release
Inbound as S/O Sales Order

832 Price/Sales Catalog
Outbound from I/M Items
Inbound to I/M Item

846 Inventory Inquiry/Advice
Outbound from I/M Warehouse
Inbound to I/M Warehouse
Outbound from I/M Items
Inbound to I/M Items

850 Purchase Order
Inbound as S/O Sales Orders
Inbound as S/O Invoices
Inbound as P/O Purchase Order
Outbound from P/O Purchase Orders
Outbound from S/O Sales Order
Outbound from S/O Sales Order History

852 Product Activity Report
Inbound to B to B-Link report

855 Purchase Order Acknowledgement
Outbound from S/O Order History
Inbound as P/O Purchase Order

856 Ship Notice/Manifest
Outbound from S/L Shipments
Outbound from S/O Invoices
Outbound from S/O Shipping
Inbound as S/L Shipments
Inbound as S/O Invoices
Inbound as S/O Shipping

860 Purchase Order Change Request
Inbound S/O Sales Order
Outbound S/O Sales Order History
Outbound P/O Purchase Order

862 Shipping Schedule
Inbound as S/O Sales Order

865 PO Change Acknowledgement
Outbound from S/O Sales Order History
Inbound as P/O Purchase Order

867 Product Transfer and Resale Report
Outbound A/R Invoice History
Outbound S/O Sales Order History

870 Order Status Report
Outbound S/O Sales Order
Outbound S/O Sales Order History
Outbound S/O Invoice

875 Grocery Products Purchase Order
Inbound as S/O Sales Orders
Inbound as S/O Invoices
Outbound from P/O Purchase Orders

880 Grocery Products Invoice
Outbound from S/O Invoices
Outbound from A/R Invoice History
Outbound from S/O Shipping
Inbound as P/O Receipt of Invoice
Inbound as P/O Order Receipt of Goods
Inbound as A/P Invoices

940 Warehouse Shipping Order
Outbound from S/O Orders
Outbound from S/L Shipments
Outbound from S/O Invoices
Outbound from S/O Order History
Outbound from A/R Invoice History
Inbound as S/O Orders
Inbound as S/L Shipments
Inbound as S/O Invoices

943 Warehouse Stock Transfer
Outbound from P/O Purchase Order
Inbound as P/O Purchase Order

944 Warehouse Stock Receipt
Inbound as P/O Receipt of Goods
Inbound as P/O Receipt of Invoice
Outbound from P/O Receipt of Goods
Outbound from P/O Receipt of Invoice

945 Warehouse Shipping Advice
Inbound as S/O Invoices
Inbound as S/O Shipping
Inbound as S/L Shipments
Outbound from S/O Invoices
Outbound from S/O Shipping
Outbound from S/L Shipments

997 Functional Acknowledgment
Automatically handled by B to B-Link

sage software
Development Partner

SAGE MAS 90   SAGE MAS 200

B to B Visions
EDI Solutions

BB

B to B Visions, LLC
41 Orchard Street
Ramsey, NJ 07446

201.995.9666 Local
201.995.9969 Fax
877.334.LINK