



FairPoint A/S Embrace Future EDI and XML Invoicing

Overview

FMCG Solution

C5 version. 3 on SQL-database

Challenge

To comply with the customers needs for electronic communication in various electronic formats and strengthen the competitiveness when negotiating with large customers. Reducing allocated internal resources and cutting IT spend on hard core programming.

Solution

AutoFORM LaserNet Server from EFS Technology combined with PROGRATORs eBroker.

Why AutoFORM?

AutoFORM LaserNet and the eBroker solutions offer a high degree of flexibility and scalability. The solutions require minimal IT capabilities and resources from FairPoint.

Payment for the eBroker service is based on the actual use (pay per document)

Key Business Benefits

Flexibility of EDI and XML customer implementations

Eliminating administrative tasks and creating the ability to spend time on more value added accounts tasks

Lower processing costs

Less time spent on resolving Invoice queries

Is it for you?

Any companies using ERP systems or other administrative systems to create output for customers, suppliers or employees can use AutoFORM LaserNet.

For more information on Garmin or Fairpoint, please visit www.fairpoint.dk



Fairpoint—one of Europe's largest wholesale distributors of in-car GPS navigation units is using a combination of XML and EDI so that they can invoice their customers electronically. In otherwords no paper invoices, purchase orders or other documents need to be sent or received.

"The efficiency gains have been tremendous", says Kenneth Aabenhus, Financial and IT Director for FairPoint. "This has led to a significant improvement in our competitiveness, helping us to win large contracts with FMCG chains such as MERLIN, CO-OP and ALDI, as well as trade with Government bodies such as the Danish Police."

The move to electronic trading has been made possible with the adoption of leading XML and EDI technology through a technology partnership between EFS Technology and PROPAGTOR.

Trade is Becoming Digital

The move to electronic trading was prompted by a number of FairPoint's customers when they were asked to send invoices electronically typically via EDI, however they had others that were requesting OIOXML as this was the format required by Government organisations under the new e-invoicing Danish Law. Fairpoint wanted a solution that would offer them both options, that would also automate and simplify the conversion of their ERP data to EDIFACT or OIOXML.

Electronic Invoicing Solutions

It didn't take him long to identify EFS Technology's AutoFORM LaserNet Output Management solutions which, using a print file from the ERP, can convert an invoice or any other business documents into a wide range of electronic or physical formats.

EDIFACT - invoices and OIOXML invoices

"That was the perfect solution. It was instrumental for us in that we can now focus our time and effort on our core businesses rather than using resources on technical format and conversion issues" comments Kenneth Aabenhus and he continues: "In addition I am able to tell our sales reps that they can accept any electronic formats from the customers, they only have to ask them about specifications. Then it's up and running".

"What counts for us is that we now have a solution which we can adapt and tailor, to fit in perfectly with our needs and our customers and suppliers" says Kenneth Aabenhus. of incar GPS Navigation instruments for cars and leisure boats are converting to e-invoicing rather than sending paper versions, in order to trade with Public Authorities and major European retailers such as Merlin and Aldi, in the most efficient and cost effective way.



Denmark, The wholesaler FairPoint A/S has outsourced the entire integration of electronic invoicing and other business documents to EFS Technology and PROGRATOR. The implementation gives FairPoint the competitive edge when negotiating with the largest Danish FMCGs. Furthermore FairPoint now has a future proof system with no need to worry about current and future EDI/XML formats or other IT technical specifications.

"The solution increases our competitiveness considerably, when negotiating large contracts with the huge FMCG chains such as Merlin, COOP or Aldi" comments Financial Director Kenneth Aabenhus, who's also responsible for IT in FairPoint.

100% Flexible For New Deals

He continues: "At the same time, we have become 100% flexible with respect to the implementation of electronic communications with any of our customers removing the need for long-term planning of technical specifications and EDI/XML formats. Today we send EDIFACT invoices and OIOXML invoices to our customers. During negotiations, our sales reps and purchasers can quickly agree on EDI/XML formats and AutoFORM LaserNet from EFS Technology and PROGRATOR automatically converts the documents. That makes us stronger and eases business processes considerably".

FairPoint A/S

FairPoint sell their products to the Danish Police, The Danish Army and associated military institutions. In the process of sending invoices to such public organisations, FairPoint is required by the Danish law on e-invoicing to send the invoices electronically in OIOXML format.



Navigation, Fishing Gears and Fashion Cloths

The wholesaler FairPoint has undergone a tremendous expansion. The product groups are very diverse and encompass GPS primarily for cars and boats, fishing gears, fashion and leisure clothing e.g. Henri Lloyd. FairPoint was founded 15 years ago and today the company is the exclusive wholesaler of Garmin, who's the world's largest manufacturer within the GPS market. FairPoint's balance sheet is divided into two parts. On Navigation, the gross earnings accounted for 2,6 million € in 2004/05 as opposed to 1,6 million € the year before. The other SBU, Clothing and Fishing Gears contributed with 1,7 million € in 2004/05 compared to 0,9 million € the year before.

The World is Becoming Digital

The wave started when FairPoint was encouraged by several of their customers to send invoices electronically typically via EDI and the process was reinforced by the Danish law on OIOXML. The electronic wave inspired Kenneth Aabenhus to scan the market for electronic invoicing solutions. It didn't take him long to identify EFS Technology's AutoFORM LaserNet Output Management solutions which, using a print file from the ERP, can convert an invoice or any other business documents into a wide range of electronic or physical formats.

"EFS Technology offered us an easy and efficient solution by combining the flexibility of AutoFORM LaserNet with PROGRATORs excellence in EDI and integration".

Ready For The Future

Having the solution up and running, FairPoint demonstrates an important message to their customers and partners; that they are prepared for the digital future. "We exhibit professionalism combined with our ambitions and values. The implementation of the solution has been quick and straight forward... easy" says Kenneth Aabenhus. Furthermore, he is already considering the possibility of optimising his solution even further, by enabling the reception of invoices from supply partners like TDC and NESAs.

"What counts for us is that we now have a solution which we can adapt and tailor, to fit in perfectly with our needs and our customers and suppliers"

**Kenneth Aabenhus
Finance & IT Director**

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