

Good morning,

Thank you for attending the Disti Alliance discussion at EIDX. This was a productive and informative discussion for all who attended. Your participation is encouraged and appreciated, as this is where we can truly understand what our peers and mentors are doing in our industry. We cannot accomplish this without your participation.

This discussion centered around these topics:

845

- The 845 is currently used by some financial institutions to provide credit checks.
- The 845 is used by one or two other organizations as a Price Authorization, though it has not yet gained strong following by many disti's.

Spreadsheets

It is common practice by disti's to provide methods to allow customers and suppliers to send their data in spreadsheet format and have the disti automate processes to load that information into their systems.

- Some disti's specify to the business community what the format/content must be, and it is the responsibility of the sales/marketing reps to format the spreadsheet correctly before submitting it to the IT group for processing. For example, a supplier sends a spreadsheet containing 20 columns of information to the disti marketing rep. The marketing rep then may delete columns and rearrange the information to match the specification provided by IT so it appears as 'part number, end customer number, price', for example.
- Other disti's work with each partner individually to define requirements including mandatory data content and position in the spreadsheet, then create/use tools to
 - extract spreadsheet attachment from the email
 - extract data from the spreadsheets,
 - create maps for the spreadsheet contents
 - creating internal flat files to load the data into the system.

Original Invoice Number

- In order to correctly and completely process returned items for which a debit was taken, it would be helpful if the original invoice number were provided by the disti in the 867. Several disti's indicated that this information is already provided in the 867, though the entire process of product returns and reconciliation is not automated.

Future Meetings

The disti alliance is a discussion group to determine 'best practices' in the industry to best serve our customers and suppliers. Often each of us is faced with providing services and information that are difficult due to system and/or resource constraints. Discussing current difficulties and brainstorming solutions works well in this group as there is a great depth and breadth of knowledge and experience to draw from. This enables us to return to our workplaces with thoughtful approaches to existing situations.

If there are topics of interest you would like to discuss at the next meeting, please let me know and I will add these items to the Disti Alliance meeting agenda. Seeing the discussion topics with some notice before the EIDX meeting enables us to be prepared and to bring any information or tools which may be helpful. We are fortunate to have a number of individuals who are well known and well respected in this industry involved with the Disti Alliance, so this is an excellent opportunity to take advantage while we have their expertise at our disposal!

Thank you once again for attending the Disti Alliance discussion. Should you have questions or concerns in this area, this group can be leveraged between EIDX meetings as a resource pool.

Below is a list of the attendees and their contact information. Please call me directly for corrections, additions, comments.

Best regards,

Melissa Pickrell
Disti Alliance Chair

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