#EFCSupplyChain

Introducing Electro-Federation Canada's

2019 Supply Chain Conference

Shorter | Faster | Smarter

November 25-26, 2019

**Pearson Convention Center - Toronto** 









#### Yesterday

A discussion on why the change from the IDW, what we have kept, and how we will transition





Today

Simply, what's new



#### **Tomorrow**

What does electronic commerce look like for the foreseeable future?



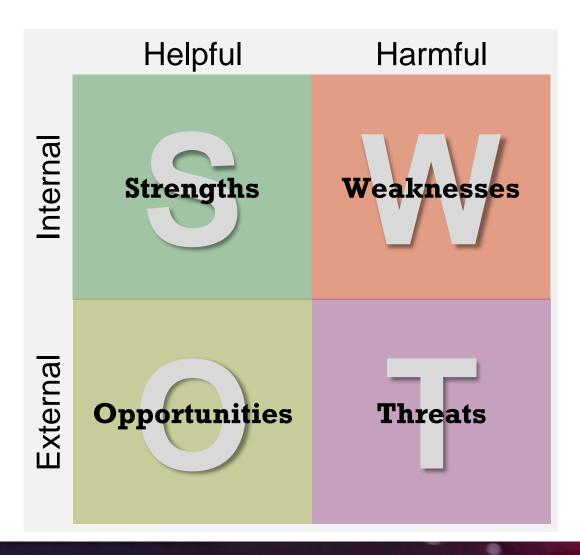
## Recall From Yesterday...

Use your DIGITAL STRATEGY

to leverage a STRENGTH of your business

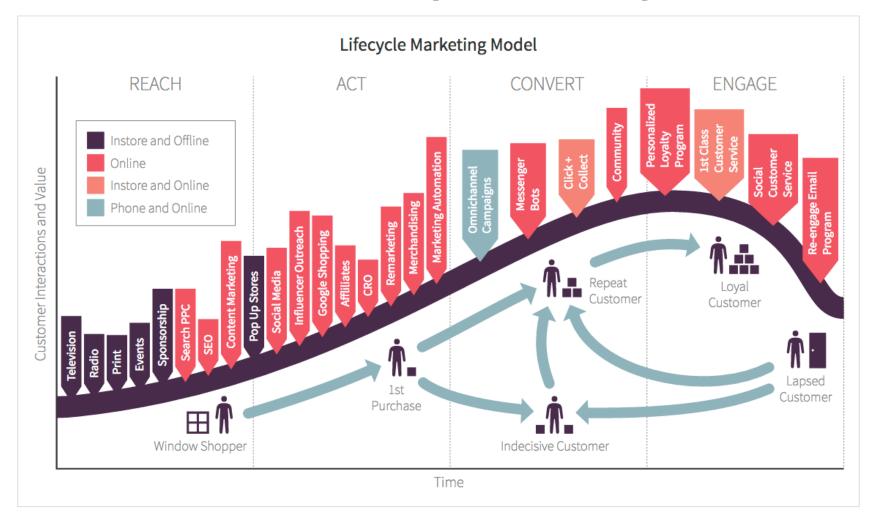
to create a COMPELLING SOLUTION

to a customer PROBLEM





## **Customer Lifecycle Perspective**



Reach
Act
Convert
Engage



Manufacturers want to deal with the fewest number of content providers possible, and authorizations are paramount	Distributors want to subscribe to the fewest number of content services possible
Manufacturers want their data to pass to their channel partners unaltered	Distributors want complete and accurate data in a consistent form and format that has high compatibility with their internal systems
Not all data is equal in terms of completeness and quality while the notion of "data enrichment" may have a unique definition for each recipient	Normalized data is good for Distributors if it doesn't lead to commoditization for Manufacturers
Manufacturers don't want to fret over maintaining product data based on a multitude of competing data standards preferring a solution that seeks to either harmonize or map between them	Distributors are more likely to be standards agnostic instead wanting to get complete high-quality data in a consistent, digestible format regardless of the standard on which it is based
	FLECTRO CO CO

Software providers don't want to chase after content

Product content is useless until it is incorporated into a piece of

software

- Minimal Standardization
- Complex Technical Data
- Multiple Data Formats
- International Standards
- International Distribution
- Retail
- Syndication

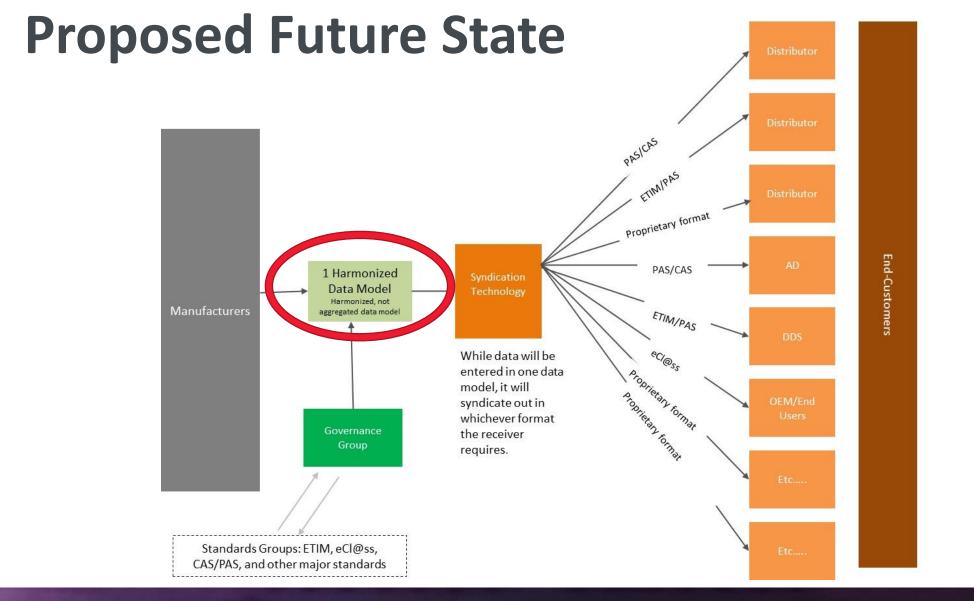
- Evolving Storage/Content
   Delivery Needs
- Reporting & Business Intelligence
- Feedback, Error Management
- Data Quality



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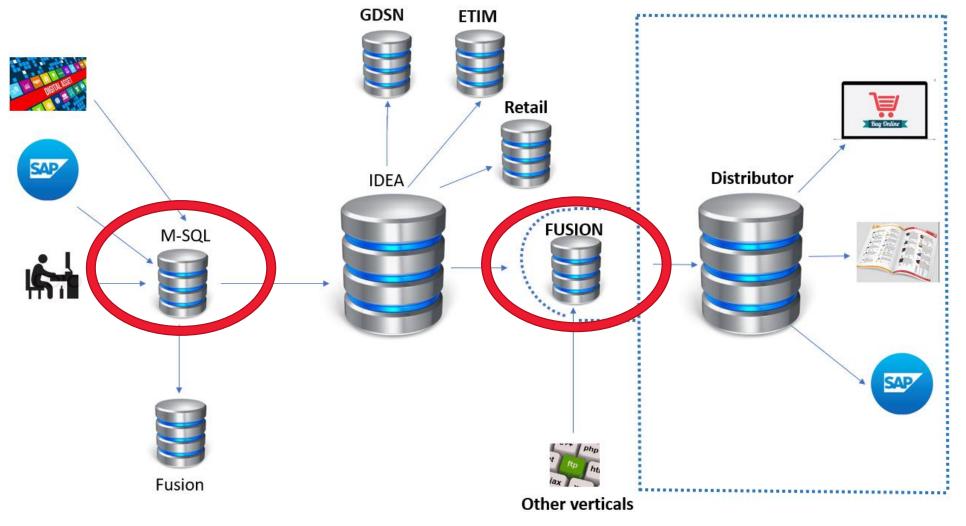


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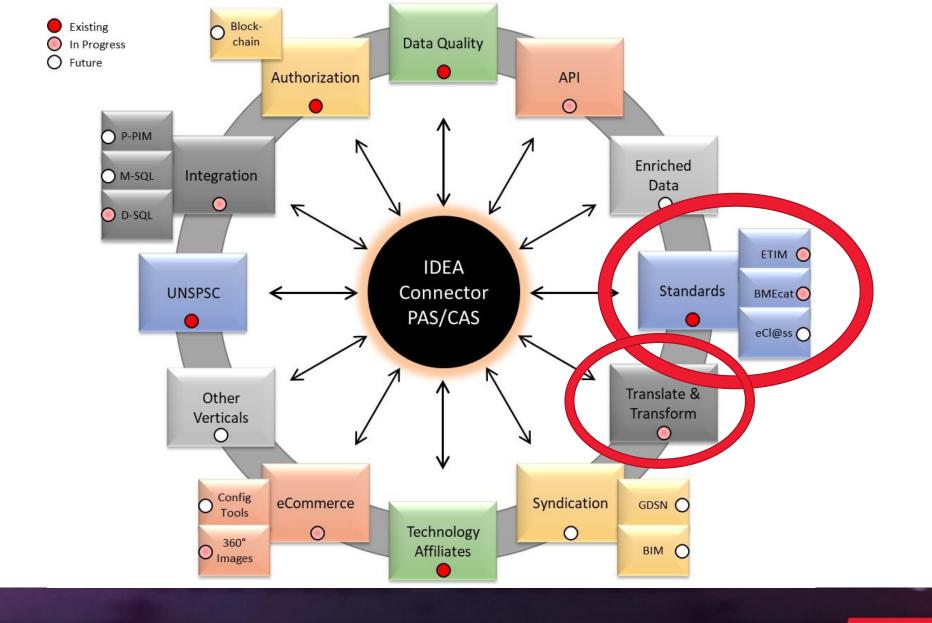
# **Proposed Future State**

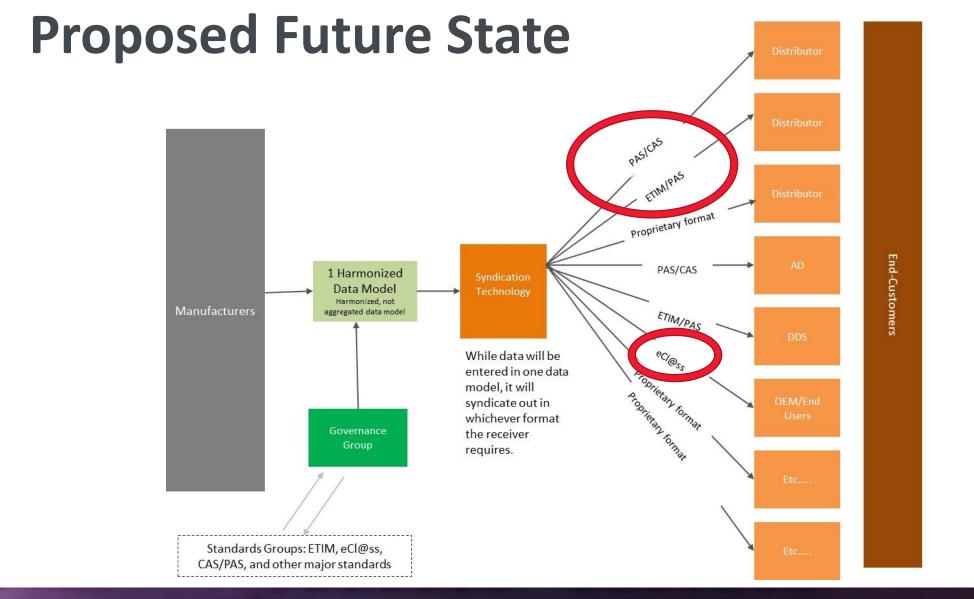


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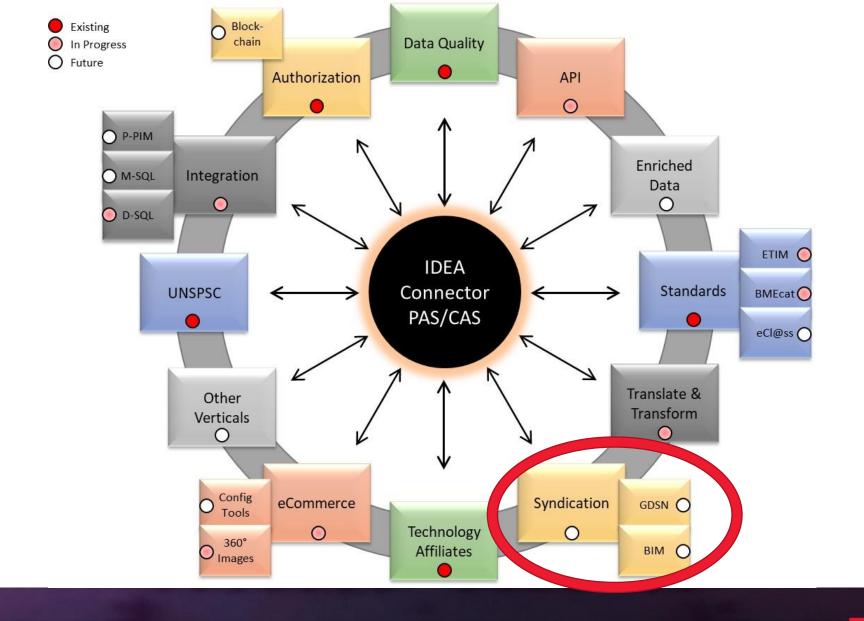




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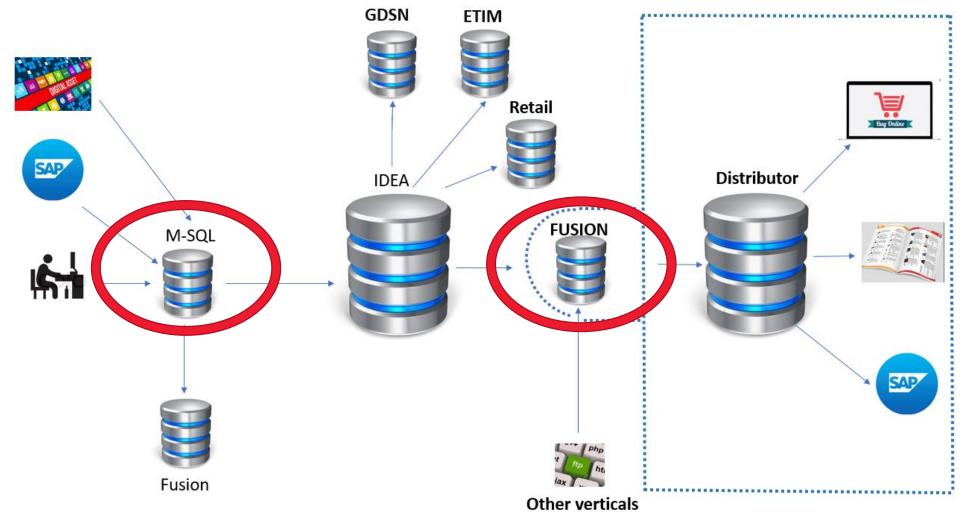


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## **Data Extraction Heat Map**

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28
19.6	3.4	.5	.0	.4	1.0	.6	1.1	.8	.0	5.3	.4	.0	1.2	.9	.0	.8	.0	.4	.7	.9	1.0	1.5	.4	.7	1.7	.7	.5
1.9	11.4	2.3	2.0	.9	.6	.4	.9	.2	.0	.0	2.4	.9	1.3	1.2	.0	.9	1.7	.0	1.2	.7	.5	.6	1.3	.6	2.3	.5	.6
.2	.0	17.9	1.2	.4	1.2	.3	1.6	.0	.8	.0	.5	1.6	.8	1.5	.0	.5	2.7	.0	.3	.1	.1	.6	.8	1.0	.0	.7	.6
.7	1.7	2.2	6.9	1.3	1.5	.9	.6	.0	2.6	.0	1.0	.2	1.3	1.4	.6	.1	1.4	.0	1.0	.3	.0	.6	1.2	1.8	.6	.8	2.1
.7	.9	.4	1.2	2.6	.6	.8	.7	.8	.5	1.3	1.2	.9	.6	.9	1.1	.9	1.2	1.2	.7	.9	1.0	1.2	1.2	.8	.8	1.2	1.2
.4	.2	.4	.0	.8	4.7	.1	2.1	4.6	.1	.0	.3	.2	.5	.7	.4	.1	.5	.1	1.0	.4	.3	.7	.3	.4	.7	.4	.2
1.7	.9	.7	.7	.9	.8	3.3	.7	.9	.7	1.4	.8	1.3	.7	.8	1.0	1.2	.7	2.1	.6	.9	1.4	.4	.7	.9	1.0	1.0	1.3
.2	.6	.9	.2	.4	1.8	.3	3.5	1.1	.5	.0	.3	.1	.6	.5	.4	.5	.2	.3	1.2	.2	.4	.9	.4	.4	.6	.4	.2
1.3	.0	.0	.0	.1	2.2	1.3	2.5	7.0	1.5	.0	.0	.0	1.1	.5	1.1	.3	.7	.7	.0	.2	.0	.0	.4	.8	1.4	.5	.0
.2	1.6	1.2	1.2	.9	.9	.8	.9	.9	5.0	.0	1.9	.1	1.1	2.0	1.6	1.4	1.5	.7	.8	.7	.6	1.3	1.4	1.3	.4	.7	1.4
.5	1.6	1.7	2.2	1.5	1.0	.5	1.0	.7	.5	2.5	1.3	2.4	.6	.8	1.5	2.5	.5	.3	.7	1.3	1.3	1.6	1.1	.7	.2	1.0	.6
.9	1.2	.8	1.4	1.3	1.1	.7	.7	.5	1.3	.4	2.9	1.6	.9	1.7	1.5	.6	.9	.9	.9	1.3	.6	.8	1.3	1.3	.4	.8	1.8
.3	.4	3.6	3.1	1.3	1.0	.8	.8	.6	1.2	.0	1.2	9.4	.7	1.6	1.3	.5	.2	1.0	1.5	.8	1.5	.3	1.1	.8	.8	.7	1.2
.9	1.2	1.2	.9	.6	.9	.5	1.0	1.0	.9	.8	.8	.6	3.0	.8	.8	1.0	.7	.8	1.8	1.1	.8	.8	1.0	.6	1.2	.7	.8
.0	.3	.8	.0	.5	1.6	1.3	1.3	2.1	1.7	.0	1.3	.8	.6	5.7	1.7	.5	1.2	1.8	2.0	.5	.3	.8	.7	.9	1.1	.7	.5
1.5	.5	.3	1.8	1.0	1.1	.6	.9	2.5	1.3	.0	.9	.8	1.6	.7	2.9	1.2	1.6	1.7	1.0	1.8	.5	.0	1.1	.9	.3	.8	1.2
1.3	.7	.5	.4	.6	.5	1.3	.7	2.0	.8	1.6	.4	.6	1.1	.2	1.5	5.7	.5	.4	.5	.9	.8	2.5	.9	.5	.9	1.3	1.2
.9	1.5	1.2	1.4	.9	.7	.4	.9	1.0	3.7	.0	1.8	.7	.7	2.8	4.2	.4	8.3	1.6	.7	1.8	1.1	.0	1.0	1.2	.2	.6	1.9
.0	.0	2.6	1.7	1.1	.3	2.4	.5	.4	1.5	.0	.4	.0	1.3	2.7	2.7	.0	4.0	31.0	.0	1.0	1.4	2.7	.3	1.7	1.5	.5	.4
.4	.8	.4	2.0	.4	.9	.6	.9	.5	1.9	.5	.8	.5	1.2	2.0	1.0	.6	.9	.2	7.2	.6	.6	.0	.9	.5	.8	.6	1.0
.9	1.3	.8	1.0	1.0	.8 .9	.8	.8	.4	.8	2.4	.8	.7	.8	1.0	1.4	1.0	2.0	1.2	.7	1.9	6.3	1.5	1.2	1.3	.8	1.0	1.3
1.5	.6	1.1	3.9	1.0	1.1	1.2	.5	.9 1.1	1.9	2.0	1.4	2.3	.6	1.0	1.0	1.1	1.1	1.1	1.3	1.4	1.0	6.9	.8	.9	.6	1.2	.4
.4	.9	1.2	1.6	.9	.9	.5	.8	.4	.7	.3	1.2	1.1		1.1	1.4	.5	1.9	.3	1.0	1.4	.7	1.7	1.8	1.1	.4	.9	1.3
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.8	1.1	.5	.7	.8	.7	1.1	1.0	1.0	.8	1.7	.6	.9	1.4	.8	1.0	1.6	.9	.7	.8	1.2	1.2	1.0	.7	.5	3.4	1.0	.9
1.0	.7	.7	.5	.9	1.0	.6	1.0	1.3	1.1	.8	.7	.6	.7	.8	.5	.8	.3	.7	.6	.8	1.1	.7	.9	.6	.7	1.6	.6
.4	1.1	1.5	.5	.8	.7	1.0	.7	.2	.6	.7	2.0	.4	1.0	1.0	.8	.8	2.9	1.0	.8	1.2	.9	.7	1.6	1.0	.6	.8	2.9
***	712	1.0	,	.0	**	1.0		16.	.0	.,	2.0	100	1.0	1.0	.0	.0	5.7	1.0		+16		9.6(r).	1.0	1.0		.0	



#### **EFC Statement of Expectations**

- Data Upload/Download
- Authorisation
- Data Quality Canadian specific data (Price, Certs., French, Metric, Market Flag)
- Search Engine Capability
- Speed (searches, downloads)

- SKU-level data selection
- Interface Improvements (flag errors, correct values)
- Error Reporting
- Time Stamps
- Change Flags at the Field Level
- Data Usage Reporting





#### **Syndication**

Collect, Create, & Collage your data—let IDEA do the rest



#### **Fusion**

Too many data files? Slice, dice and make Julian fries with the data and data sources



#### **eCommerce**

From Manufacturer to Distributor eCommerce platform



#### **Partnerships**

We leverage the industry and created cost saving partnerships



#### **Partner PIM**

That's right—IDEA can offer a PIM and link to/from IDEA Connector



#### **API to API**

You have been asking, IDEA Connector can now go machine to machine



#### **IDEA** Ignite

Lessons learned from other industries on how to gather and disseminate your data



#### **Translation**

Translate the data in IDEA Connector



**Questions?** 

Thank you!





#### **Thank You Supply Chain Sponsors**













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