



TYRE INDUSTRY FEDERATION

What is EDIWheel?

Experience from elsewhere

Alice Aguemon

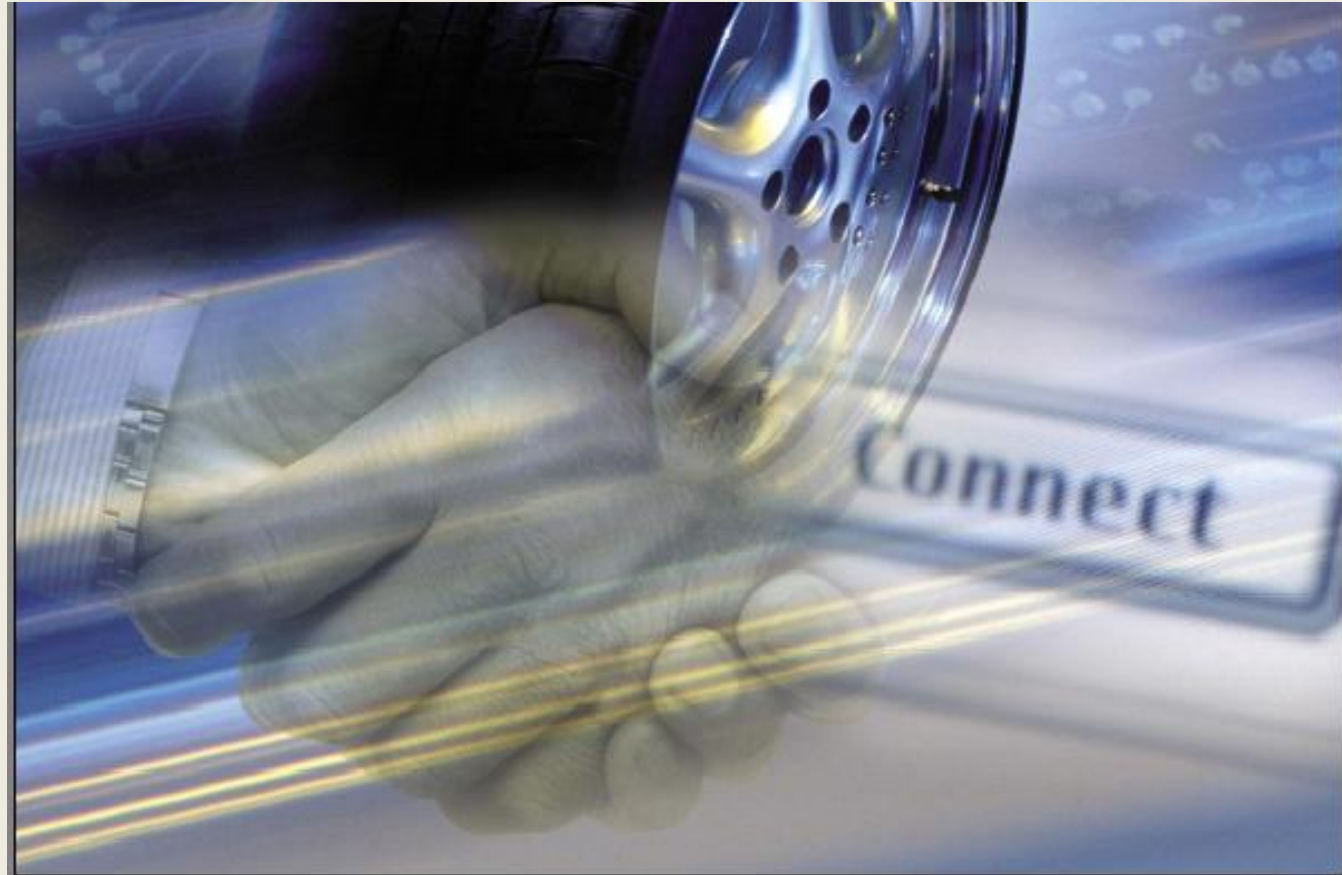
Roland Bories

Frank Plock

EDIWHEEL



TYRE INDUSTRY FEDERATION



TIF Meeting
Coventry 2nd December 2009

EDIWHEEL



EDIWHEEL Agenda



- What is the EDIWHEEL
- Benefits
- EDIWHEEL presence : where and who
- Business processes covered by EDIWHEEL
- Experience and examples of solutions to answer different business organizations

A WWW solution

EDIWheel is :

- Designed based on real needs
- A proven and pragmatic solution in the tyre business across Europe
- Based on latest open technology: reduces significantly IT investments
- Real time, Simple & easy to develop, cost reductions=> ROI
- Scalable / adaptable

Tyre Dealer



Software providers

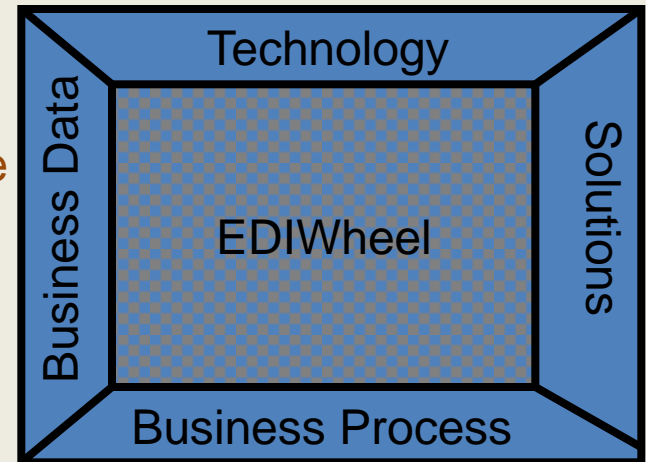


Tyre Manufacturer



Car manufacturer

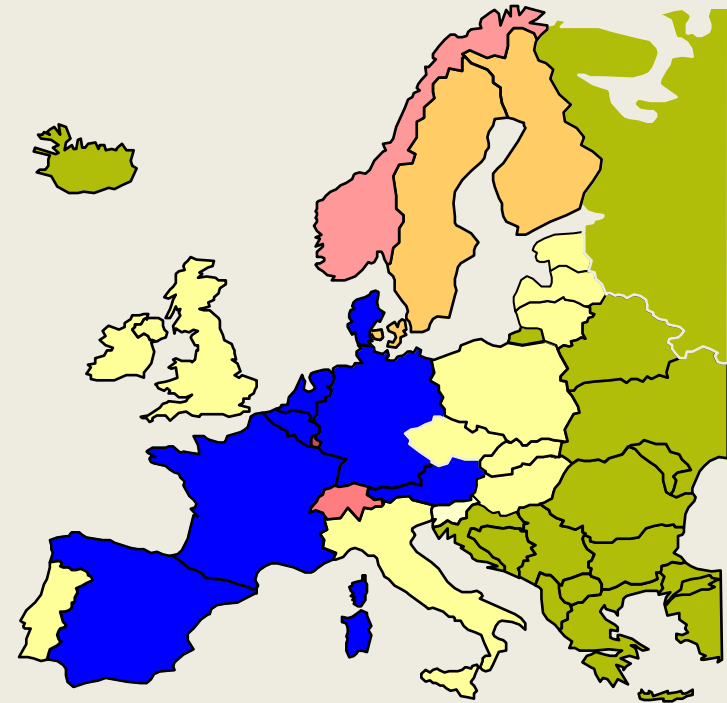
- The *EDIWheel* philosophy is based on a common understanding of tyre business economics. It's important to interpret the content and to use the processes in the same way.
- The main objective of the EDIWHEEL is to improve the business not to develop software tools.
- *EDIWheel* supports article and price information and the business chain beginning with inquiries to quote, orders and confirmation, ending with delivery notes and invoices. Additionally some tracking information and status reports.
- *EDIWheel* offers the common message structures and the content , but it does not restrict the design of an IT application.



- Targeted benefits for tyre distributors:
 - Ease their work / speed their processes : save time
 - Provide a wider accessibility to suppliers
 - Increase their productivity, lower their work costs
 - Increase their O2C process quality
 - Ease Product catalogue handling
 - Allow a full integrated unique solution
- Targeted benefits for software providers:
 - Enlarge the functional scope of their ERP software, make it even more attractive and stay in the run.
 - Use multi-manufacturers shared standards to limit developments and benefit of their experience
 - Guarantee the evolution of standards in parallel with the evolution of business processes and future technology at low cost.



- *EDIWheel* is accepted in more 10 than European markets. AT, BE, CH, CZ, DE, DK, FR, NO, FI, SE, ...
- Ca. 10,000 tyre dealer depots are participating in these business processes.
- In 2008 alone in Germany, more than 8 million tyres were ordered by *EDIWheel* messages. The market share is different, from less than 10 % to more than 70 %



- No EDIWheel at all
- Very few EDIWheel customers
- Some car dealer channels but not much tyre dealers
- Mix of car dealer and tyre dealers but far from the potential
- Very strong roll out



Our experience with Software-houses and Tyre dealer



Tyre Dealers and Tyre industry are in a www position when the business process are supported by *EDIWheel* philosophy

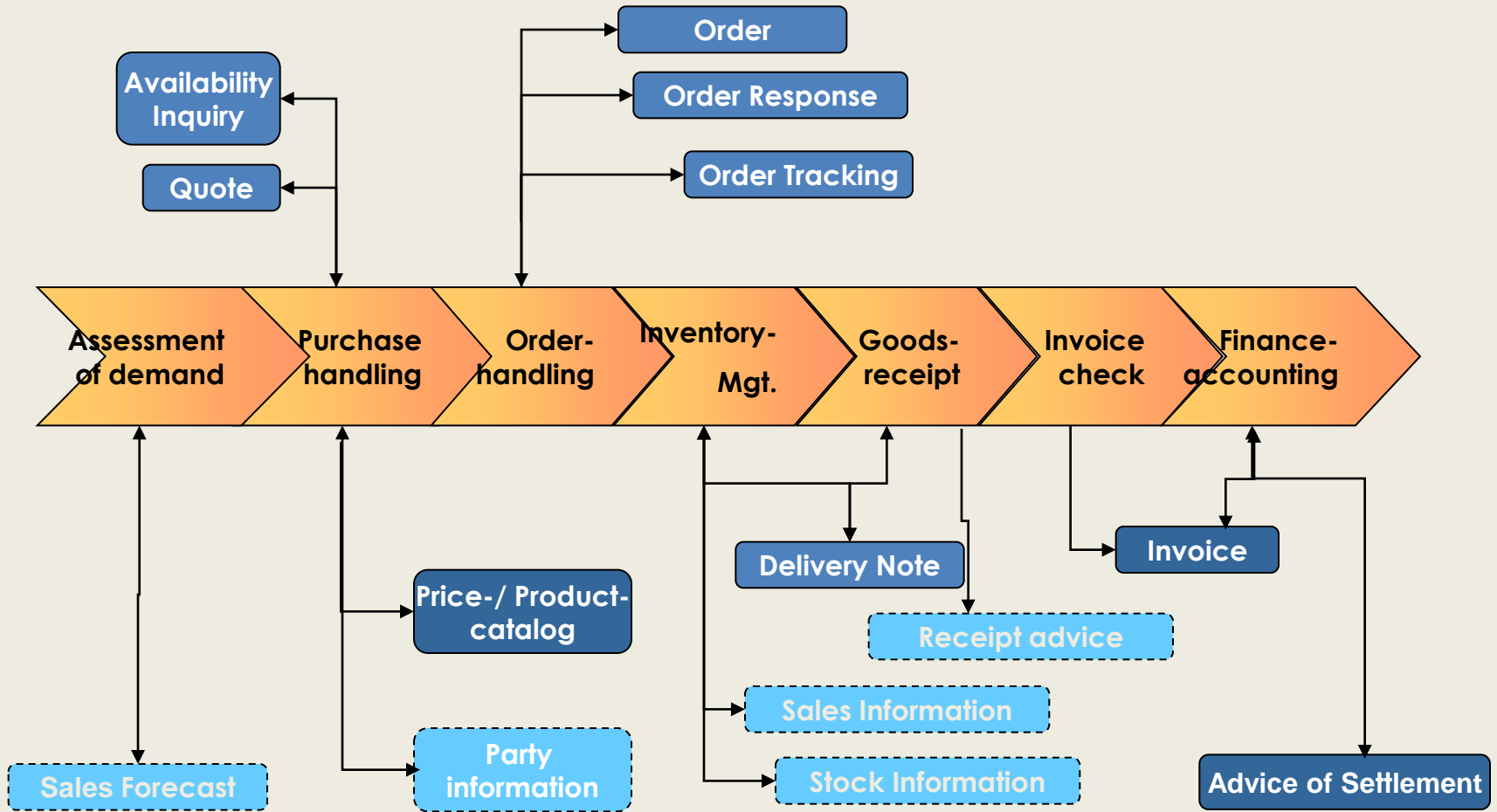
Software Providers


AC-Autoconsult	Logiwin
All Consulting	MAM
Begusch (BSS)	MSI / Impulse
CAM	OCS
Clifford Thames	PRM Schaal
Cogeti	Informatik
Cormeta	Softwheels
Dackdata	Rohecom BV
IBSM	PSI
IDS GmbH	Pollex
IKU	TL XERXES
K+W Informatik	TopM


Own developing Customers

Euromaster
Ford group
GM
Norauto /Midas
PitStop
Renault
Toyota
.....

....and many others



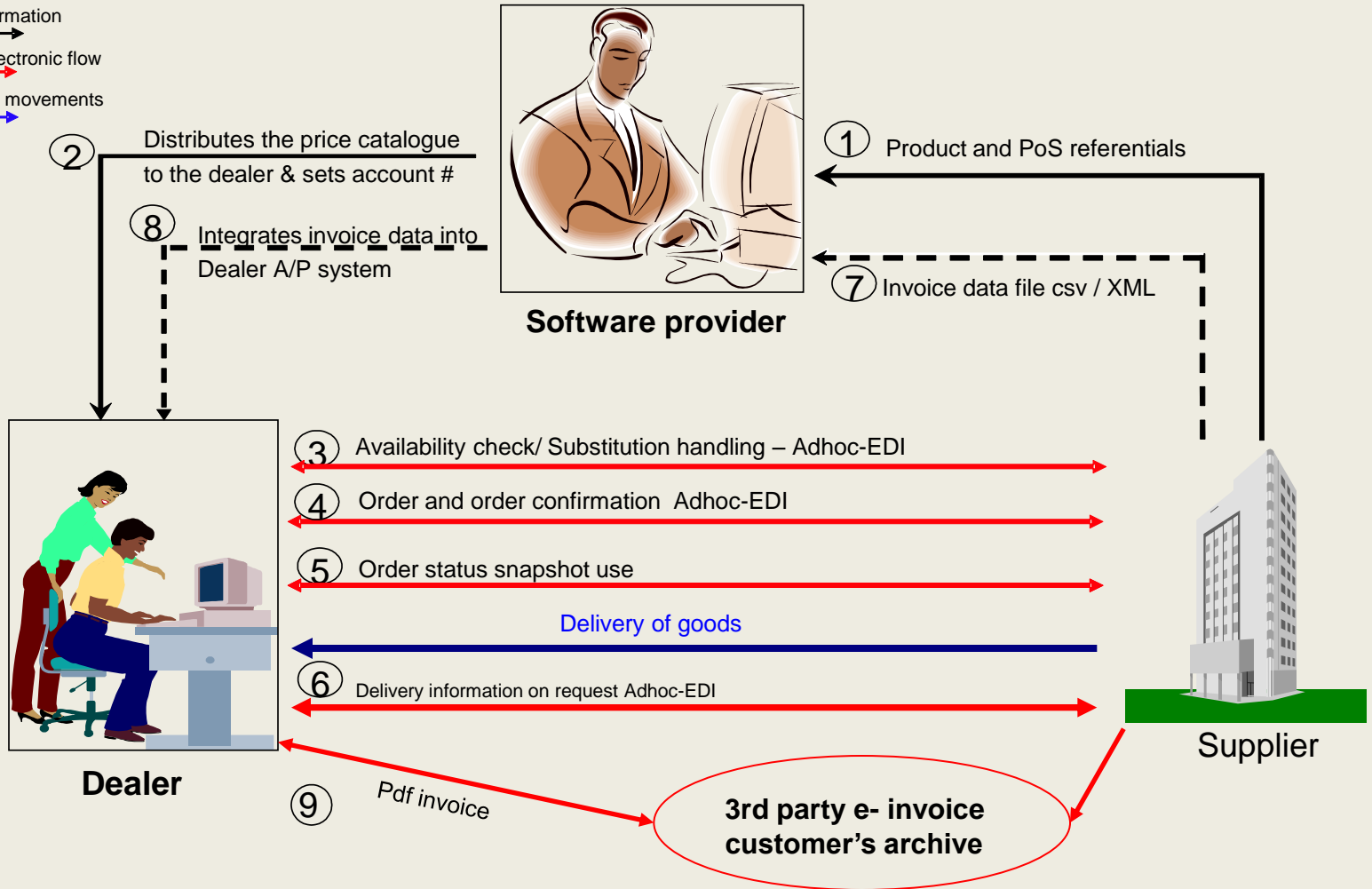
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 In next release

 Process

Possible target Schematic for the Tyre Dealers

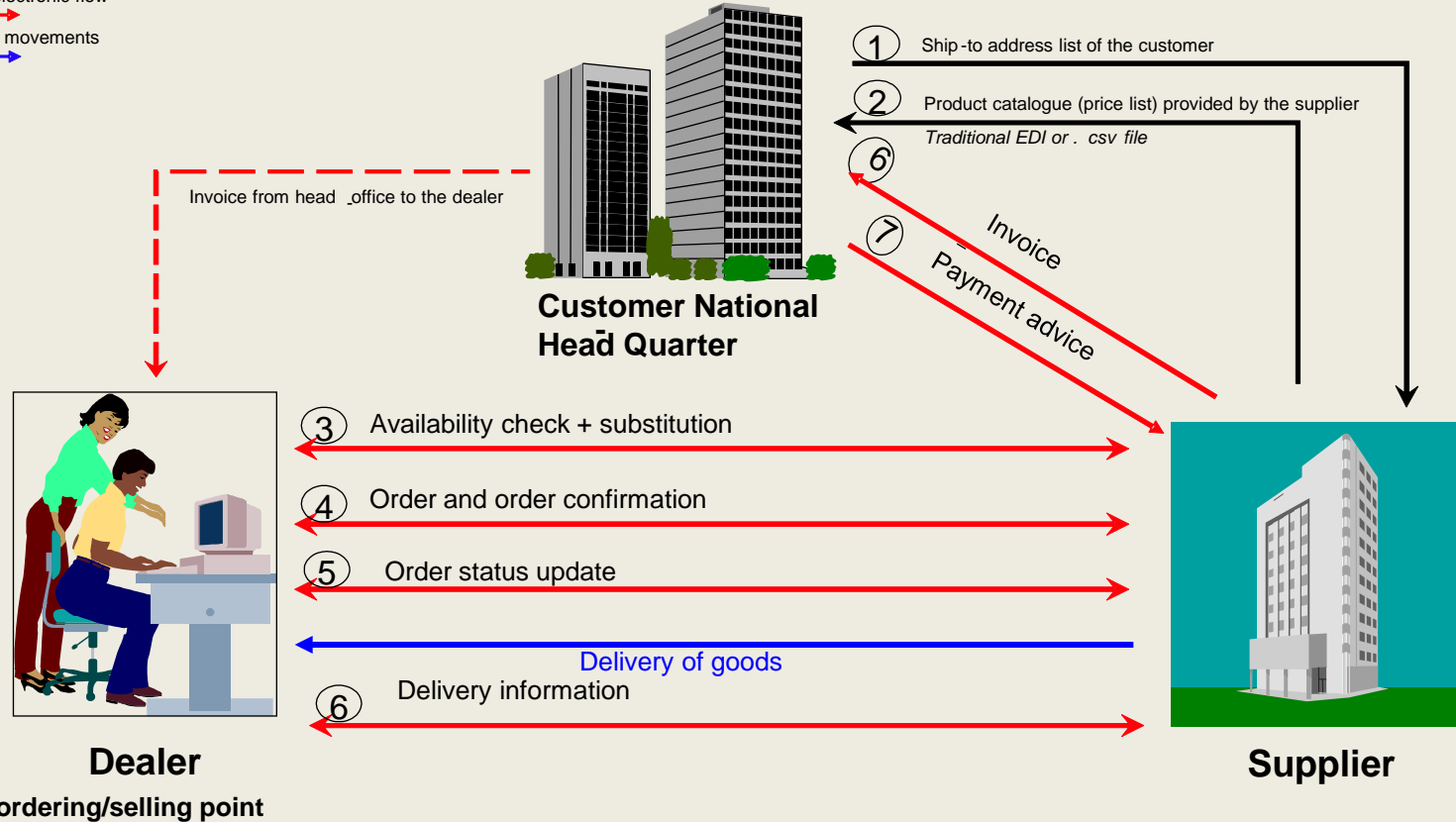
Master data information
 Transactional electronic flow
 Physical goods movements



Possible target schematic

Master data information
 Transactional electronic flow
 Physical goods movements

✓ There might be other variation for centralized billing depending on the IT system infrastructure of the customer but they are not described in this document.



Example of use by larger organizations with a head office



EDIWheel License fee



- The documentation is available as pdf-file and has been set under

www.ediwheel.net

- in section **Documentation** of the internet page protected by a password. The documentation and Internet-access code can be obtained, a license has to be paid one time by newly joining companies. The fee is only for Tyre Manufacturers and Software Companies. The documentation can be obtained in three different packages.
- **Package 1:** EDIWheel ad hoc: Inquiry, Offer, Order, Order response in http and xml; Pricat in csv. **1.500 €**
- **Package 2:** EDIWheel EDIFACT: Order, Order response, Despatch advice, Invoice, Remittance advice, Partin and Pricat in EDIFACT and partly xml. **1.500 €**
- **Package 3:** EDIWheel complete **2.550 €**



EDIWheel Support



- Contact for the documentation as well as maintenance for the European wide web-site access.
- WDK (supporting organisation for the *EDIWheel* committee)
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***EDIWheel* is a proven solution in Europe which covers your existing and future needs.**

