

## Case Study EDI Conversion Project

**Our client is a recognized leader in the international logistics market, providing customized solutions for integrated supply chain management, warehousing & distribution, and sea & airfreight transport.**

**EDI support** has been an integral part of its portfolio. With the multiple acquisitions over the years, they had a number of platforms & tools on their hand. With a growing customer base around the globe, their current EDI infrastructure wasn't able to scale up and meet the performance and reliability expectation of the company or its customers.

While they selected Sterling Commerce's Gentran tools for their next generation EDI infrastructure, they **were looking for a EDI mapping partner who can respond very quickly and convert the maps with minimum business interruption.** They had over 100 of these maps and transition was planned within 5 months, before the oncoming business season. Other problem was very limited & outdated documentation available about these maps.

Their evaluation team visited a number of companies and finally selected ESSPL.



### Partner Setup

The evaluation team liked the way ESSPL demonstrated its skill in the EDI areas, whether it was **Gentran, Harbinger or XML understanding.** ESSPL offered them flexibility they wanted in the partner. Although they didn't had any XML maps, they appreciated the fact that ESSPL had the capability to do these, when needed in future.

ESSPL showed the willingness and capability to convert those old maps and help in building a uniform documentation for future use. ESSPL's quality commitment and ability to develop business solutions on other platforms did help in making the final decision.

**When it came to Price, they got a much better price than earlier estimated due to ESSPL's Global Delivery Model.**

A **Project Kickoff** was conducted for offshore team to establish a common understanding of **Project Execution Process** and **Development Methodology.** This helped in setting the right expectations from everyone.

As a part of **Communication Strategy**, it was decided to have a weekly **conference call** on every Tuesday and weekly **status reports** will be sent by offshore PM on Tuesday. In additional to this, additional calls can be scheduled based on the need. Similarly, **Issue Escalation, Change Management** and **Quality Assurance guidelines** were also finalized.

### Work Flow :

The initial pilot completed well within the time with **zero acceptance defect.** Now ESSPL had to coordinate with multi-location onsite teams to get the specifications and develop the maps. Although it was a difficult task, ESSPL's proven global delivery model helped in standardizing the documentation and smooth communication with all those teams.

**ESSPL team was able to complete rest of the maps within time with zero acceptance defect as well.**

### **Outcome :**

Maersk logistics has been very pleased with the outcome and appreciate the value addition ESSPL provided in form of its extensive EDI Mapping expertise and ability to identify the problem well in advance and develop suitable solution for it.

**It has been a mutually rewarding relation for both the partners. Now ESSPL is the exclusive EDI mapping provider for all its global needs.**

### **ESSPL Solutions**

ESSPL has extensive experience in developing EDI Maps using Gentran & Harbinger Power Map/ Inovis Trusted Link products. In addition to this it has developed HIPAA compliant EDI integration tools for US Health care industry.

ESSPL is a leading Software solution provide based in Bhubaneswar, India. Apart from EDI, it offers business solutions on leading platforms like Microsoft Windows, Linux, PDAs using J2EE and Microsoft .NET tools. For more details, refer to its website <http://www.esspl.com> .