

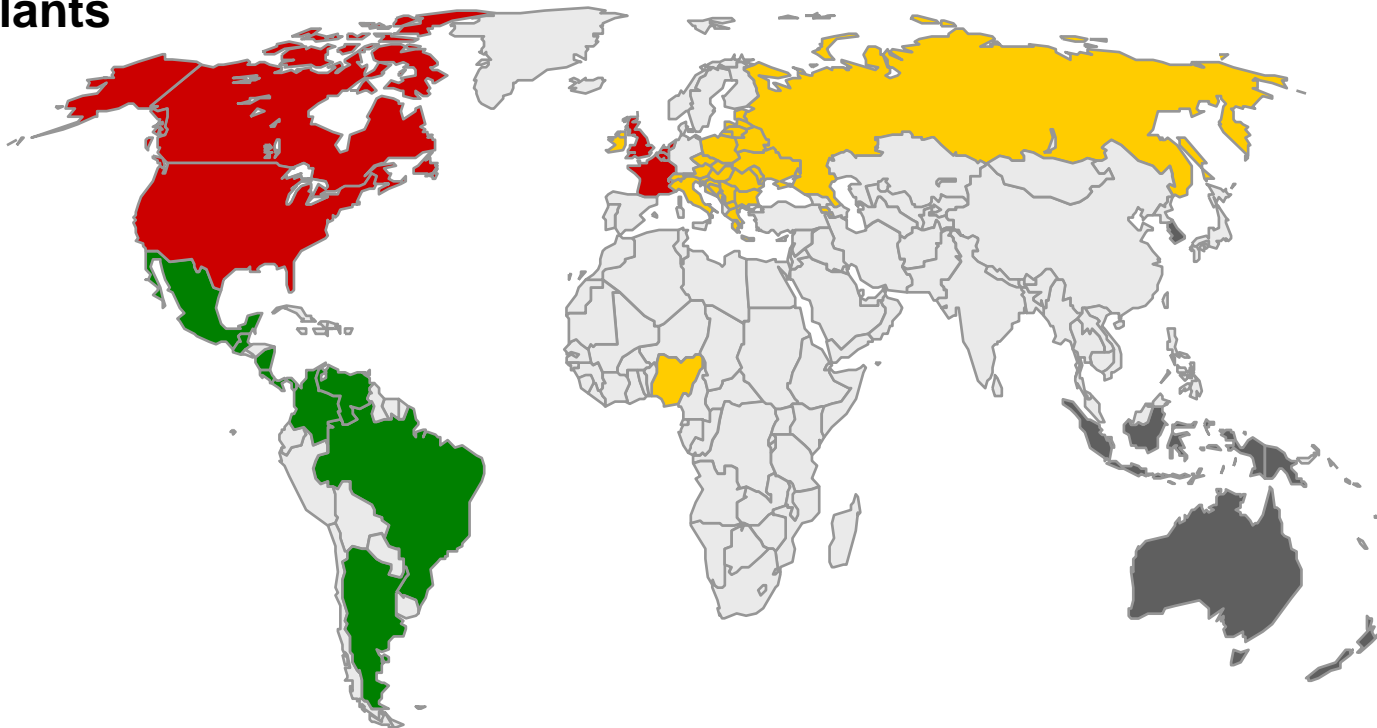


# EDI system project for Coca-Cola Hellenic Baltic's

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Coca-Cola Hellenic Baltics  
Business development manager

# CCHBC – is one of 4 Anchor Bottlers in the World

- We are the 2<sup>nd</sup> largest bottler in revenue and the 3<sup>rd</sup> largest bottler in volume in the world
- We operate in 28 countries, 16 of which are part of the EU – including 3 Baltic Countries
- We address the needs of over 540 million consumers
- We operate 80 plants

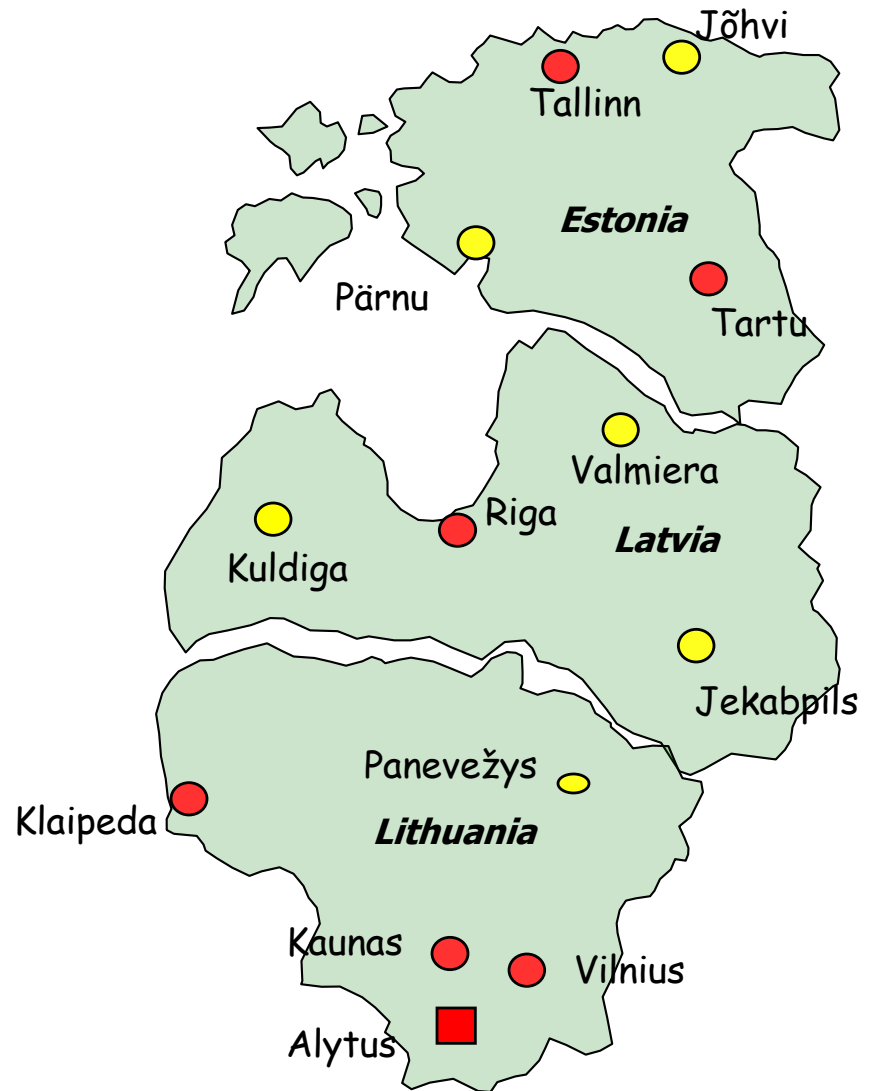


# CCHBC Baltics Sales Organisation

**■ PLANT**  
Alytus -PET (0.5l, 1.25l,  
1,5l & 2.0 L )

**● 6 BRANCHES**

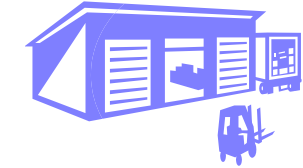
**● 6 SALES CENTRES**



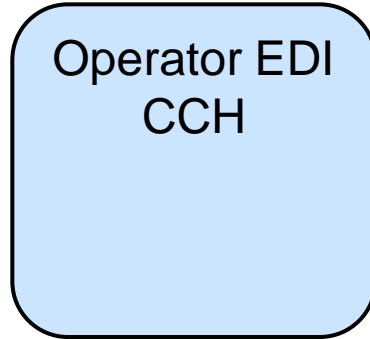
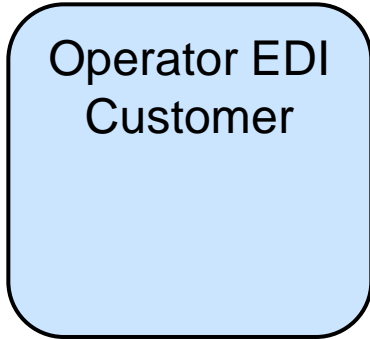
# EDI current situation and possibilities Baltic's

	<b>Past</b>	<b>Current</b>	<b>Future</b>
<b>Orders</b>	MD order-> Order entry to Sales System	Orders by emails (few Key chains) = Order entry entering to Sales System	Full automatic way = from order to order in Sales System
<b>Loading documents</b>	Paper document	Paper document	EDI + full electronic document
<b>Invoices</b>	Paper document from each shop	Paper document from each shop	Possibility to send summary invoice for the chain by EDI

# Process for orders/invoices using EDI



**Customer**



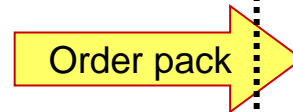
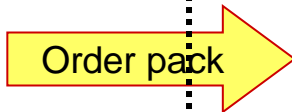
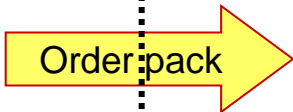
**Coca-Cola  
Hellenic**

1) Customer enter **order** in own system

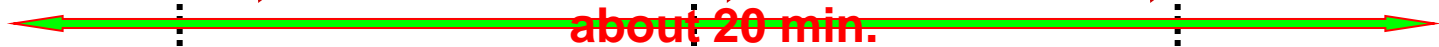
2) 'Translation' to universal language EDIFACT or XML

3) 'Translation' to CCH language

4) Order automatically enters CCH Sales System



Information about order sent by e-mail

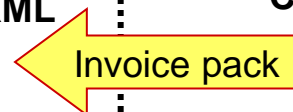
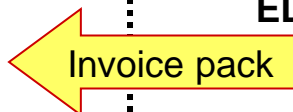
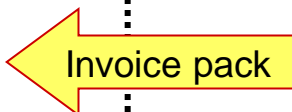


8) Invoice ready for Customer payment system

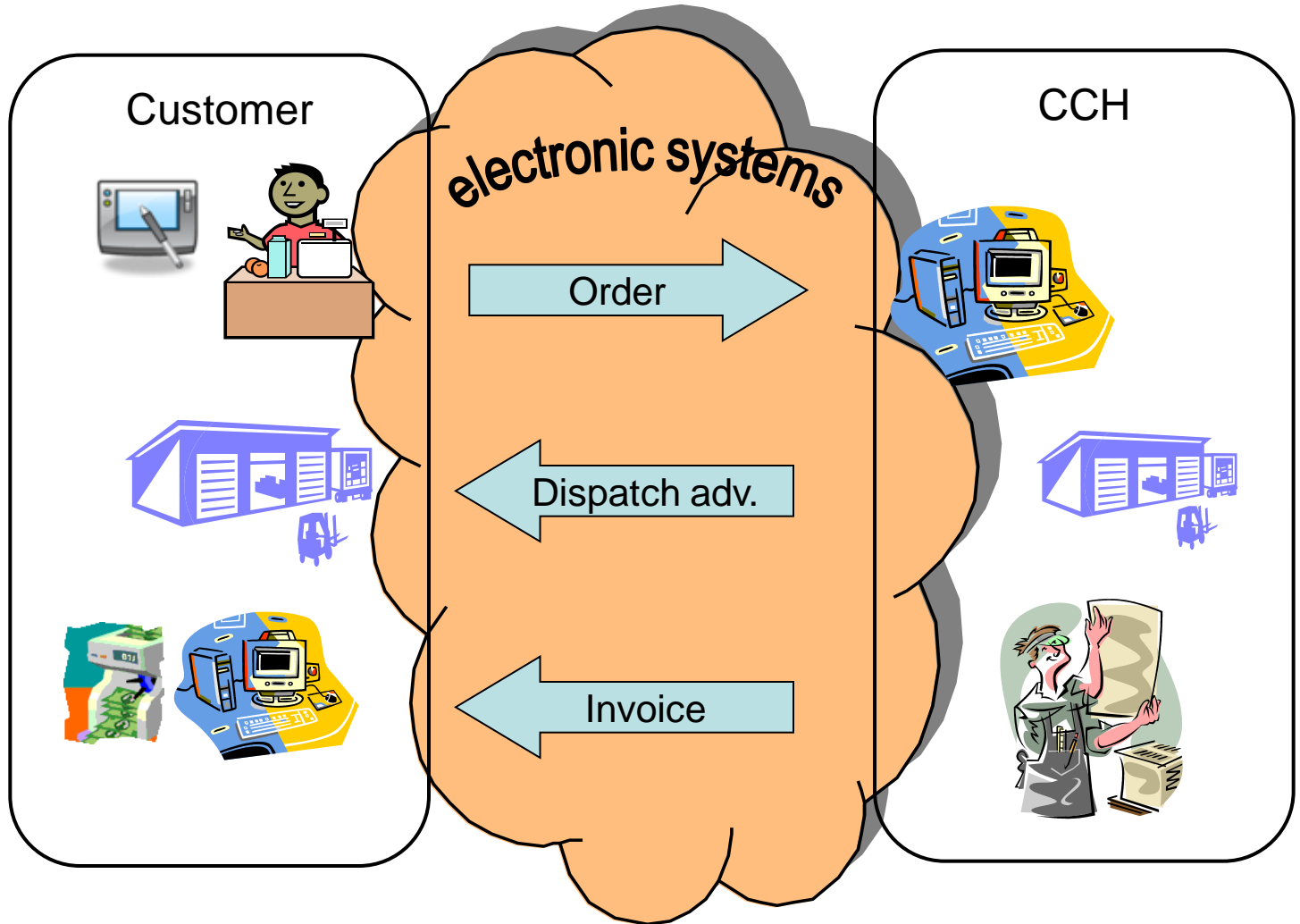
7) 'Translation' to Customer language

6) 'Translation' to universal language EDIFACT of XML

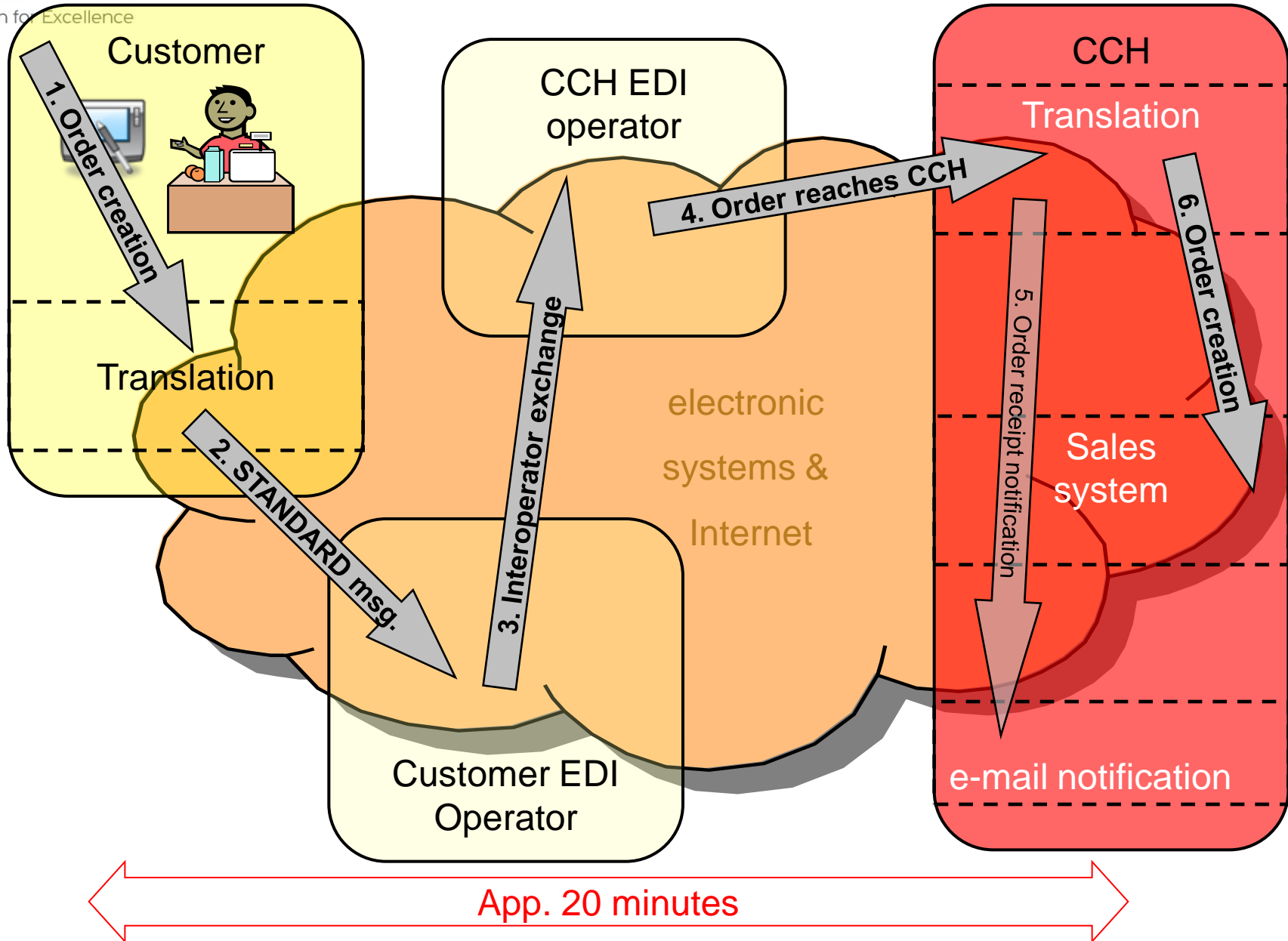
5) Summary **Invoice** issued in CCH system



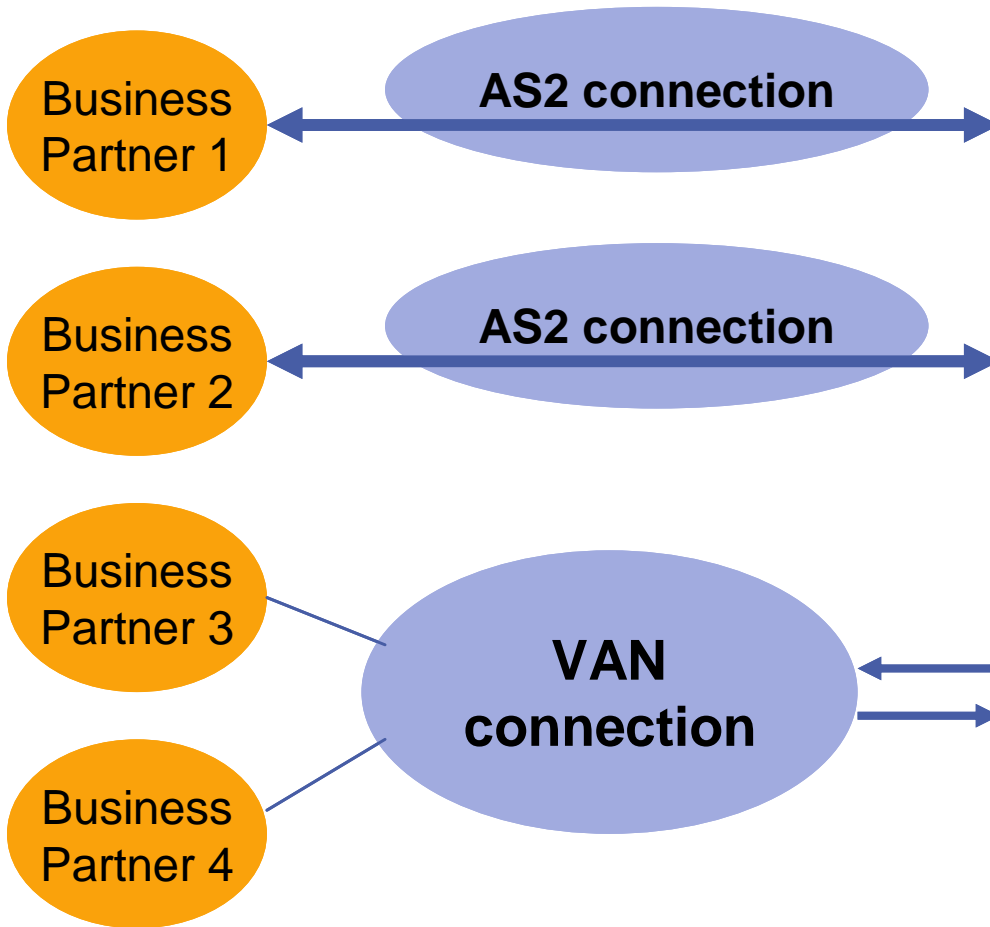
# Electronic Data Interchange in CCHBC



# EDI example – Order via EDI operators



# EDI central solutions for Baltic's



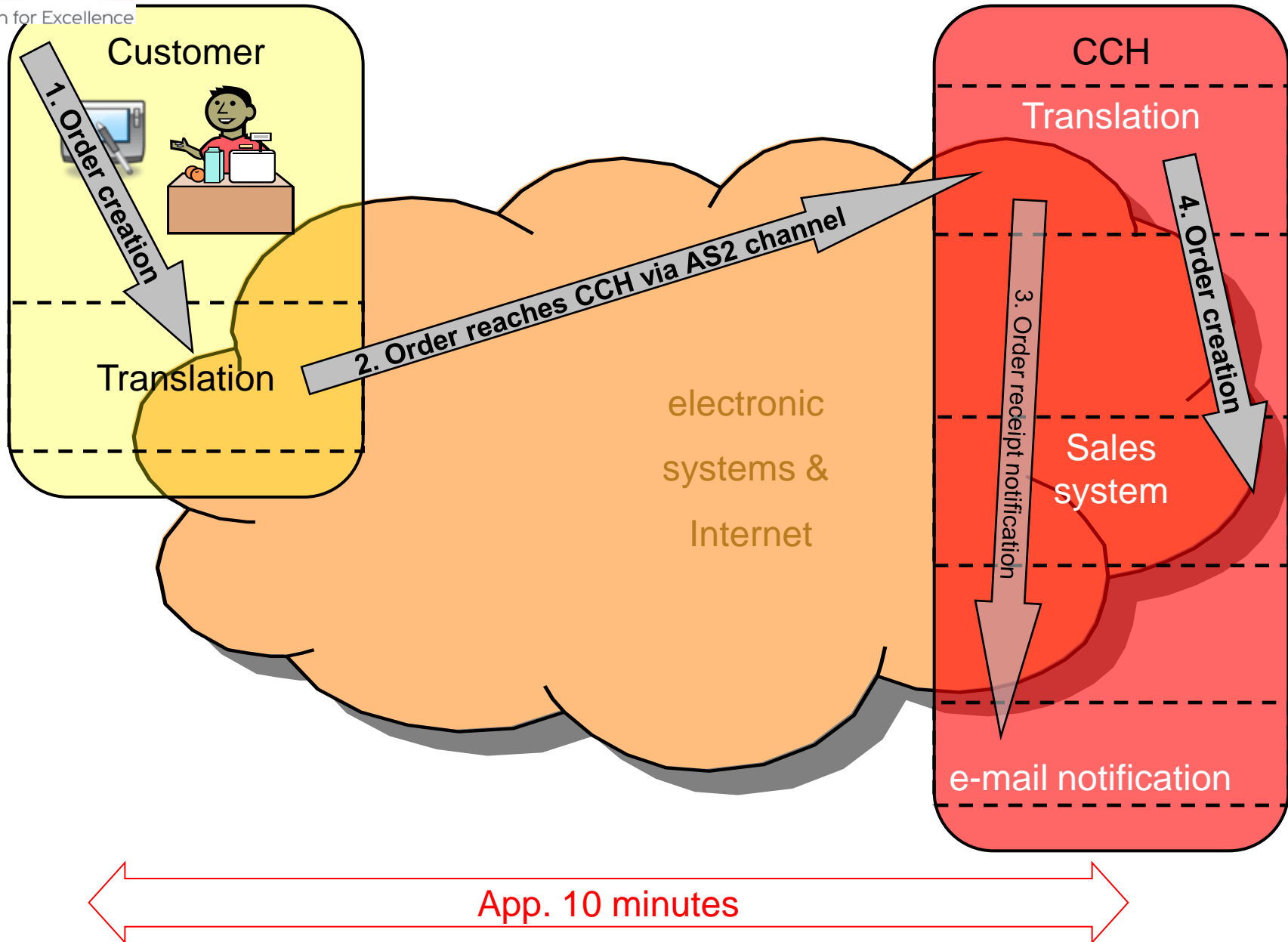
**Coca-Cola Hellenic  
EDI global platform**

**Baltic countries**

**Other CCH  
countries**

The complex block features a red background. At the top, it displays the text "Coca-Cola Hellenic EDI global platform". Below this, there is a map of the Baltic region (Estonia, Latvia, and Lithuania) with various cities marked by red and yellow icons. The text "Baltic countries" is positioned to the right of this map. Below the Baltic map is a larger map of Europe, where the countries of the CCH network are highlighted in red, and other countries are in light gray. The text "Other CCH countries" is positioned to the right of this map.

# EDI example – Order via AS2

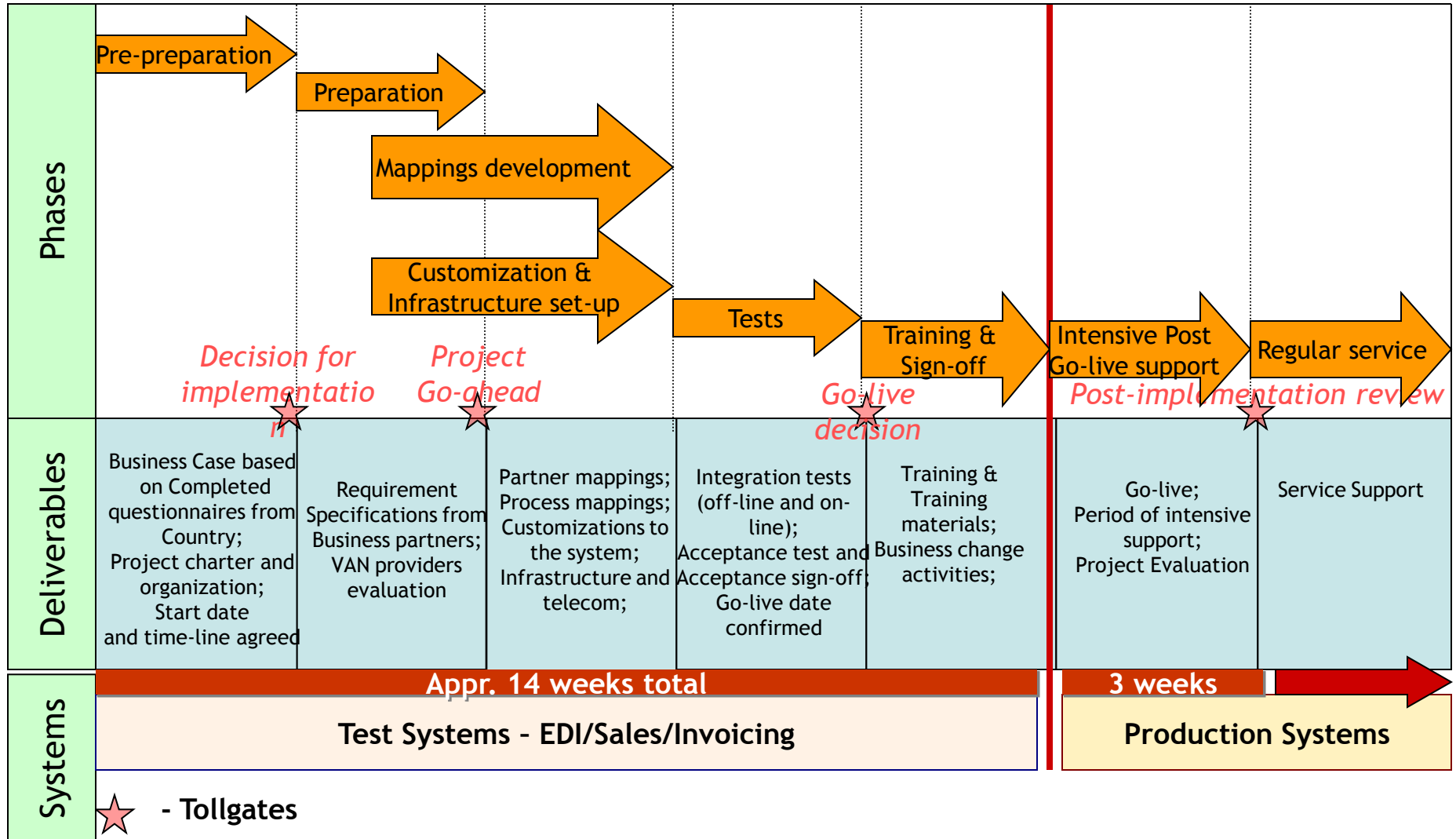


## EDI how to start

**The following items represents high level preparation task in order to start exchanging EDI messages between parties**

- **Agreement on using standard coding for product (GTIN-EAN) and location (GLN)**
- **Agreement on details related to specifics of document/message coding (EDIFACT, XML,..). This is called MIG (Message Implementation Guideline)**
- **Agreement on used unit of measures (retail unit [bottle], wholesale unit [case])**
- **Agreement on cooperation during tests and approvals of created documents with clear identification of responsible persons**
- **Agreement on contact/responsible persons to handle all unexpected items during EDI implementation**

# Deployment Phases



## EDI benefits

**CCHBC expected following benefits of EDI:**

**increased satisfaction of the customers –  
saving on the order processing resources.**

**-faster documents delivery versus paper, phone, fax**

**-more accurate data**

(any manual handling like typing order from fax, or entering invoice details into system from paper is reduced so less risk of mistakes)

**-less human involvement in documents handling** (we have order automatically created in our sales system without anybody's time)

**- paper reduction** (no paper, fax,..)



## EDI current disadvantages

### CCHBC faced following disadvantages of EDI:

-Reduced flexibility at order modifications and variations.

-Different customers have different EDI providers

-Our customers wants from us EDI invoices in addition to paper one...

For CCHBC is rather additional complication and additional cost (on top of paper we would need to pay for EDI messages)



## EDI CCHBC Baltic's status and plans

**Nearest future plans: implement electronic orders in fully automatic way, using CCHBC EDI group wide solution.**

**What was done so far :**



- **Communication channel has been configured between :**  
(1) eXite (CCHBC international EDI partner) and Edisoft;  
(2) eXite and Prisma;
- **XML order conversion to standard EDIFACT format has been developed**
- **We have started group wide standard EDI order testing with Statoil, Mego and Prisma of Estonia.**
- **We have started to investigate possibilities to implement electronic invoices.**

Thank You!

Q&A

Next: EDI Legal Aspects in Estonia



Enjoy the day!