



**NY/NJ METRO  
ECOM USERS GROUP**

**New York/New Jersey Metro  
E-Commerce/EDI User Group Meeting  
March 10th, 2010**

***Space is limited...Register Now!***

Our Spring 2010 EDI User Group Meeting is scheduled for Wednesday, March 10<sup>th</sup>, 2010 from 8:30am to 4:00pm.

**Here is what you get:**

- + Education by Leading Experts on various EDI/ECommerce topics
- + Networking with your Peers!
- + A tour of our meeting host's 3PL facility
- + Breakfast, Lunch and refreshments

As space is limited and we need a headcount, we ask that you **please RSVP as soon as possible and no later than ~~March 1<sup>st</sup> 2010~~ REGISTRATION EXTENDED TO MARCH 8<sup>th</sup>!**

Please email your **RSVP** to [cheymann@ezcomsoftware.com](mailto:cheymann@ezcomsoftware.com), and include how many people on behalf of your company are attending.

**Meeting Dues Structure**

Membership Dues have been simplified for 2010 and are as follows:

**Company Membership** – \$350/year Includes membership for 3 Company employees to attend 2 meetings each year and highlight of the Company's membership status at the meetings.

**Individual/Contractor Membership** – \$100/year Includes membership for a single individual to attend 2 meetings each year.

**Non-Member Meeting Attendees** – \$75 Per Meeting (\$25 for First-time Attendee)

Please submit dues as soon as possible and prior to the upcoming meeting. Make checks payable to **NY/NJ Metro ECOM User Group** and mail payment to the following address:

eZCom Software Inc.  
25 Rockwood Place, Suite 420  
Englewood, NJ 07631  
**ATTN: NYNJ ECom User Group**

Please keep in mind that this is a non-profit organization and the group survives because of its Member participation. We appreciate your support!

### **Message to Members from the Group:**

2009 was a year of change....Government, the Economy, scaling back of budgets, etc. Our group seemed to languish during these tough times. But 2010 is here and the NY/NJ ECommerce/EDI Users Group is BACK and better than EVER! We are committed to having 2 meetings each year, spring and fall, and the next meeting is upon us. In the future, you should look forward to more communications; use of social networking, jobs boards, and as always, great speakers and informative sessions at our meetings. We appreciate your continued membership and support!

Best regards,  
Tony D'Angelo  
President - NY/NJ ECommerce/EDI Users Group

---

### **Here Are the Meeting Details...**

Date: **Wednesday March 10<sup>th</sup>, 2010**

Time: **9:30pm - 4:00pm**

Where: **Panalpina, Inc. (HBL-Hensel, Bruckmann & Lorbacher)  
1000-B Castle Rd.  
Secaucus, NJ 07094**

[Click here for map/directions](#)

### **Agenda**

8:30am - 9:30am	<b><i>Registration, Breakfast &amp; Networking</i></b>
9:30am - 9:45am	<b><i>Welcoming Remarks</i></b>
9:45am - 10:15am	<b><i><u>ANSI X12 Update</u></i></b>
10:15am - 10:45am	<b><i><u>The EDI Supply Chain-Partnering Today &amp; Tomorrow</u></i></b>
10:45am - 11:00am	<b><i>* break *</i></b>
11:00am - 11:30am	<b><i><u>Floor-Ready Initiative Updates and Direction</u></i></b>
11:30am - 12 noon	<b><i><u>Current State of Retailer-Supplier Collaboration</u></i></b>
12 noon - 12:45pm	<b><i>* Lunch * &amp; Networking</i></b>
12:45pm - 1:15pm	<b><i><u>Tour of Panalpina</u></i></b>
1:15pm - 1:45pm	<b><i><u>Unifying B2B Integration - A Vision</u></i></b>
1:45pm - 2:15pm	<b><i><u>ASCX12's Future Role-Reducing Implementation time</u></i></b>
2:15am - 2:30am	<b><i>* break *</i></b>
2:30pm - 3:00pm	<b><i><u>EDI Job Market - Current Status &amp; Future Directions</u></i></b>
3:00pm - 3:30pm	<b><i><u>Implementing 300 Trading Partners in 90 days</u></i></b>
3:30pm - 4:00pm	<b><i>Open Mike - Q&amp;A with your Peers!</i></b>

### **ANSI X12 Update**

***Bill Alletzhauer, Vice-Chair X12 COTG, Secretary of the Connectivity Caucus***

Updates from the Accredited Standards Committee X12 Committees (ASC X12). Hear about the new initiatives at X12, including the new X12 Connectivity Caucus.

### **The EDI Supply Chain; Partnering Today and Tomorrow**

***Marc Kalman, CEO, eZCom Software***

As the concept of exchanging EDI transactions is becoming commoditized, more emphasis is being placed on use of the data being exchanged to improve supply chain partnerships. Hear from one of top supply chain experts in the country on how EDI partnerships are

bringing value to the supply chain, and where future opportunities lay.

### **Floor-Ready Initiative, Updates and Direction**

***Sarah Polworth, Director–Vendor Relations, Saks Fifth Avenue***

Hangers and retail tickets play an important role in moving merchandise quickly through the supply chain. During this session, Sarah Polworth will demonstrate the impact of Floor-Ready merchandise on the supply chain, review current Floor-Ready standards and present future initiatives.

### **Current State of Retailer-Supplier Collaboration**

***Kim Zablocky, Founder/Chairman, Vendor Compliance Federation***

This session will focus on issues related to the collaboration between retailers and suppliers. Topics include Deductions/Vendor Award programs, how the economy has affected the trading partner relationship and “In search of the Perfect Order”.

### **Tour of Panalpina**

***Norman Rasmussen, VP-Luxury Vertical, Panalpina***

The Panalpina Group is one of the world’s leading suppliers of forwarding and logistics services, specializing in end-to-end supply chain management solutions and intercontinental air freight and ocean freight shipments. Tour Panalpina’s Secaucus operation.

### **Unifying B2B Integration – A Vision**

***Jim O’Leary, VP-Product Management, Extol International***

For more than 10 years, the market has offered solutions that, with varying degrees of success, enable IT professionals to tackle EDI and other forms of Business-to-Business Integration, using unified architectures and tool sets. Most approaches to the problem have focused on a subset of the services needed for end-to-end integration – adapters, transformation, routing, process management, etc. – leaving it to the technology user to fill in the gaps, and making it more difficult to cope with the ongoing changes that characterize B2B relationships. This session will revisit the rationale and vision for unified B2B integration, examine the main approaches available today, and highlight some key current research and development topics.

### **ASC X12 Future Role can Reduce “one-off” Implementations**

***Dan Kazzaz, President and CEO, Secure Exchange Solutions***

Many companies today, have specially designed EDI implementations to satisfy a specific customer demand only to burden EDI managers with heavy long term maintenance. Dan Kazzaz, Past Chairman of ASC X12, will discuss the history of ASC X12 implementations and the past, present and future role they can play to reduce or eliminate the time consuming issue of multiple implementation of the same process.

### **EDI Job Market: Current status, Future direction**

***Wayne Marshall, Vice President, EDI Specialists***

This session will focus on the current state and observed trends in the B2B/EDI marketplace. The session will cover what those trends mean to job seekers and employers alike. This discussion will also center on the

employment picture in the Northeast region.

**How did two of America's best hospitals add over 300 trading partners to its EDI Purchasing system in just 90 days?**

***Ira Keltz, PeopleSoft Project Specialist/EDI Coordinator,  
Partners HealthCare System, Inc.***

This presentation will detail a large scale supply chain EDI trading partner implementation in late 2009 at Partners HealthCare System in Boston, MA. Partners is a non-profit, integrated health system founded by Brigham and Women's Hospital and Massachusetts General Hospital from the practitioner's point of view.

**Visit Our website for more information about the NYNJ Metro ECommerce/EDI Users Group: <http://www.nynjecom.com>**

**Visit the EDI Users Group Website at <http://www.nynjecom.com>**