The Diversity and Penetration of EDI in Austria

An Empirical Analysis

1st Talk

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Motivation

- EDI is key challenge of today's businesses
  - Interoperability
  - EDI standards (industry sector, trading partner)
  - EDI integration (ERP, internal structure)

- Benefits vs. drawbacks

- => need for knowledge of problems with EDI usage
Research project

- Study about B2B communication (EDI) in Austria
  - Background
  - Challenges
  - Problems

- Existing studies
  - Statistik Austria (e-commerce)
  - Industry specific, EDI standard specific
Survey execution

- Online questionnaire (German/English)
  www.soscisurvey.de/edi/
  - Used software solutions (7Q,  ― ERP 4Q)
  - Electronic standards (11Q,  ― EDI 5Q)
  - Electronic standards and used software solutions (4Q)
  - Company details (5Q)

- Sound sample of companies
  - ÖNACE, 1300 companies

- Analysis and evaluation
Electronic standards in your company

- to meet the needs of our business partners
- to have no disadvantages in our business relationships
- to increase the competitiveness
- cost savings
- quality improvement
- to speed-up the business processes
- to increase the delivery reliability
- to increase sales

12. What type of EDI standards do you use in your company? [A007]
- delimiter-based standards (e.g. EDIFACT, ANSI X.12)
  Please name them
- XML-based standards
  Please name them
- other
  Please name them

? fill-in help
terms and definitions
Research questions

- Q1: Which ERP systems are used by Austrian’s companies and does the specific ERP system have an influence on EDI adoption?

- Q2: Has the ERP system been extended or enhanced since its introduction?

- Q3: What are the operational objectives to use ERP systems and does the ERP system meet all requested requirements?

- Q4: What are the reasons for EDI adoption?
Research questions

- Q5: Which type of EDI standard is the most common one and does the industry sector or size of a company have an influence on the utilized standard?

- Q6: How many EDI partners do firms usually have?

- Q7: How many messages are transferred and what percentage of business is done over EDI?

- Q8: Which EDI software is in use and which EDI converter solution is the most common one?
Research questions

- Q9: To what degree are the internal operational structure, the ERP and the EDI system adapted to each other?

- Q10: To which level do ERP systems support EDI compatibility?

- Q11: To what extent do companies use EDI, according to their global range, their turnover, their number of employees and their industry sector.
Preview

- Respond rate: 17.46%

- 227 participants
  - Till last page: 63.44% (144) [11.08%]
  - 90% answered: 79.7% (181) [13.92%]
  - Min. 67% answered
  - Completely answered: 18.41% (51) [3.92%]
Do you communicate electronically with your business partners?

Was the improvement of electronic communications with your business partners already a topic of conversation within your company?
Thanks for your attention

Suggestions! Questions?

Christian Zehetmayer