A Guide to EDI Translation Software

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Logistics Management Institute

A Guide To EDI Translation Software

1998 Edition

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Contents

A Guide to EDI Translation Software, 1998 Edition

This edition of the Logistics Management Institute's *A Guide to EDI Translation Software* updates and expands the information presented in our previous versions. The guide provides information on commercially available electronic data interchange (EDI) translation software packages, EDI support products, and EDI products developed exclusively in response to federal and Department of Defense (DoD) procurement initiatives. The guide was first created in 1989 to aid federal government activities, including military departments and defense agencies, in procuring software for their EDI programs. However, many commercial organizations with an EDI program have also found the guide useful.

The guide provides an introduction to EDI translation software, identifies a variety of EDI software packages, assesses the key features of each package, provides a list of functions and features that can be in a software package, and highlights features we believe are required to meet the EDI needs of federal government and DoD programs for several operating environments. The guide also includes a short overview on selecting EDI translation software.

We obtained information on the software packages from product brochures and telephone interviews. We have not seen demonstrations of all software packages, so we cannot endorse their effectiveness. Furthermore, we did not survey vendors that remarket EDI translation software products or sell industry-specific products that do not satisfy federal government or DoD EDI requirements. As in the preparation of our earlier editions, some vendors did not respond to our requests for information.

The guide includes the following seven appendices.

◆ *Appendix A* provides an introduction to EDI translation software and clarifies some features that purchasers frequently misconstrue or overlook when purchasing translation software.

◆ *Appendix B* identifies the EDI software vendors we contacted. Table B-1 lists the vendors and the type of hardware (microcomputer, minicomputer, or mainframe) required to use their software. The table also indicates if a vendor's software operates with a Unix-based operating system and Microsoft Windows, Windows NT, and local area networks (LANs). Table B-1 indicates if a vendor's software offers EDI security features and is available on a General Services Administration (GSA) schedule or DoD contract. Table B-2 identifies the vendors that were excluded from the guide and the associated reasons.

◆ *Appendix C* provides information on the EDI translation software vendors identified in Table B-1 (but excludes EDI support products as well as EDI software in support of federal and DoD procurement programs). It focuses on all EDI products offered by the vendors including the hardware operating environment, software pricing, availability on

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federal procurement contracts, and third-party networks that the software package accesses.

◆ *Appendix D* identifies 52 functions and features that can be contained in an EDI translation software package. The appendix also indicates the functions that we consider required to meet the EDI needs of federal and DoD programs in specific operating environments.

◆ *Appendix E* lists the steps to follow when using the guide to select EDI translation software packages.

◆ *Appendix F* provides information on EDI support products and products developed to meet federal and DoD EDI procurement programs. It focuses on the hardware operating environment, software pricing, and availability through federal procurement contracts.

◆ *Appendix G* provides a glossary that defines the acronyms and terms used to describe EDI software functions and features.

If you need further information on the EDI translation software vendors or the capabilities of their software, contact the vendors directly. If you have general questions regarding EDI, you may contact:

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> Logistics Management Institute
> 2000 Corporate Ridge
> McLean, VA 22102-7805
> (703) 917-7286
> email: *hfrohman@lmi.org*

Federal and DoD agencies may obtain a free copy of the guide by sending a request via the Internet to *library@lmi.org*. Requests must include the requester's name, organization, address, and telephone number. Commercial organizations may obtain copies by sending a check made out to the Logistics Management Institute for $20 per copy. All requests should cite Report IR805T1 and be sent to the attention of the Library.

The guide may also be viewed in electronic format at *http://gravity.lmi.org/ediguide* using Adobe Acrobat Reader through the Logistics Management Institute's World Wide Web home page.

Appendix A
Understanding EDI Translation Software

INTRODUCTION

Selecting an electronic data interchange (EDI) translation software product can be an arduous task. However, the selection process is relatively simple when the purchaser has an adequate understanding of translation software. This appendix provides prospective purchasers with an understanding of EDI translation software and clarifies some features that they frequently misconstrue or overlook when purchasing translation software. This appendix also discusses the communications software required to send and receive EDI-formatted data electronically to and from a trading partner.

FUNCTION OF EDI TRANSLATION SOFTWARE

EDI is the computer-to-computer exchange of routine business information using standard electronic formats. Translation software aids in that exchange by converting data extracted from an application database into a standard EDI format for transmission to one or more trading partners. The software also converts EDI-formatted data received from those trading partners into a file format that the application system recognizes. Ultimately, the data are processed and written to a database. Figure A-1 shows the EDI translation process.

Figure A-1. EDI Translation Process
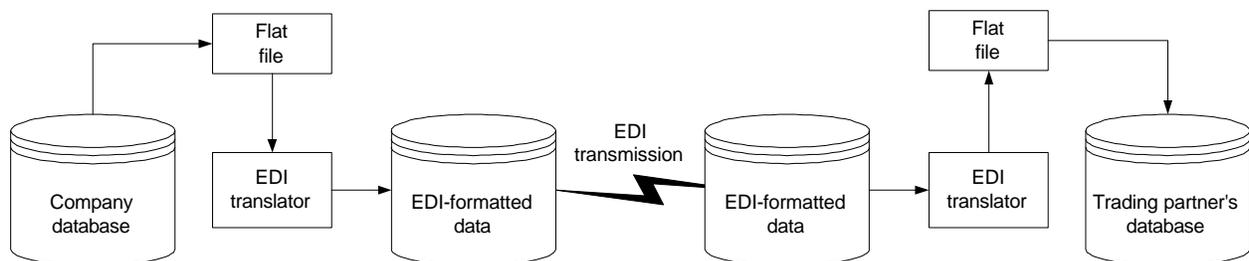
SYSTEM INTERFACES

To convert an application system's data into an EDI format, the translation software needs to know the location of all data to be transmitted. Some translation software packages require users to create a separate file following a specific format. That file, typically referred to as a flat file, is a specially formatted American Standard Code for Information Interchange (ASCII) text file. A flat file forces the standardization of data from various files and in different formats so the EDI translation software can locate and use the data to create an EDI-formatted message or translate the data in such a message into a flat file.

Other translation software packages give users the capability to define their own flat file formats and employ a utility program called a *transaction set mapper*. That program cross-references the contents of a user-defined flat file with an EDI standard transaction set and subsequently translates the flat-file information into the desired transaction set. A transaction set mapper offers two primary benefits. It reduces the amount of application interface programming by editing data before they are accepted into the database, and it reduces the amount of maintenance programming in support of the application system interface programs. Because many transaction set mapping utility programs are sophisticated, potential purchasers should verify that a utility is user-friendly before purchasing it.

Application system interface software has a vital role in both outgoing (data extracted from an application system for transmission via EDI) and incoming (EDI-formatted data received from trading partners) data flows. During the outgoing flow, the software extracts data from the application system and places it in a flat file for conversion into EDI-formatted data prior to transmission to one or more trading partners. When the data flow is reversed, the application system interface software extracts data from a flat file and prepares it for acceptance by the application program. In short, application system interface software either reads or writes flat files of information that are used to send information between a trading partner's application system and EDI translation software.

Some new translation software packages do not use a flat file. They exchange data directly with the application system database and eliminate the need for interface software between the application system and the translation software. Currently, these EDI translation software products support only a few database packages—most are designed for microcomputers.

COMMUNICATIONS SOFTWARE

Communications is another area that purchasers of EDI translation software frequently misunderstand. A third-party EDI value-added network (VAN) is usually needed to exchange information electronically with trading partners. An EDI VAN provides many services to its subscribers. The services include electronic mailboxing of EDI transmissions, protocol and speed conversion so that dissimilar hardware systems can communicate, and EDI record-keeping to provide audit trails.

Many purchasers assume that all EDI translation software automatically connects to a VAN and exchanges EDI documents. That assumption is false. In developing an EDI capability, some type of data communications software will be needed as well as an EDI VAN communications script.

Data communications software is not specific to an EDI application. It typically operates the modem, dials the VAN, and connects to the VAN's host computer. The software is generic and frequently provided by vendors of EDI translation software for microcomputers. Most EDI translation software vendors assume that minicomputers and mainframes already have data communications capability and do not normally include it. Some vendors, however, will provide data communications software in their software packages for those computers, but at additional cost.

The EDI VAN communications script deposits data into and retrieves data from EDI VAN mailboxes. The script is a predefined routine or set of commands that provides processing instructions specific to the VAN's host computer. The instructions include, but are not limited to, depositing data into a trading partner's VAN mailbox, retrieving the data from the VAN, or both types of processing. Because each VAN service has developed its own EDI mailbox system, an EDI translation software vendor should be selected that provides a communications script written specifically for the VAN. If an EDI VAN has not been selected, a software vendor should be considered that offers scripts for several different EDI VANs.

Many translation software packages, particularly those for microcomputers, include an EDI VAN communications script integral to the data communications software. If such a package is being considered, the inclusion of an automatic recovery and restart feature that provides the capability to recover automatically any data processed during a power or communications failure should be verified. When integrated with the translation software, this feature also normally restarts the translation software so that processing can begin at the point where it was terminated.

SUMMARY

By understanding the fundamentals of EDI translation software and the pitfalls that can occur during the selection process, a person should be able to purchase the EDI translation software that best meets the requirements at the lowest cost.

Appendix B
EDI Translation Software Vendors

This appendix identifies the EDI translation software vendors contacted during the preparation of this guide. Table B-1 shows the hardware platforms—microcomputer, minicomputer, or main-frame—that each vendor supports. Table B-1 also indicates whether the vendor supports Unix-based systems, Windows- or Windows NT-based systems, and LANs. Finally, Table B-1 indicates if the vendor's software products offer security features and if they are available on a GSA sched-ule or DoD contract. (Descriptions of most software products are provided in Appendix C; the software products that focus on procurement and support applications are described in Appen-dix F.) Table B-2 lists the vendors of various EDI software products that we did not include in the guide and our reasons for excluding them.

Table B-1. EDI Translation Software Vendors

Company	Computer			Unix	Windows	Windows NT	LAN	Security	GSA/DoD contract
	Micro	Mini	Main frame						
1 EDI SOURCE, Inc.	X				X	X	X		
Advanced Communications Systems	X				X				
Advantage Systems, Inc.		X							
American Custom Software, Inc.	X				X	X	X		
The APL Group, Inc.	X				X				
The APL Group, Inc. [a,b]	X	X				X			
Bergen Computer	X				X	X	X		
Birmingham Computer Group, Inc.	X			X	X		X		
CommercePath [a]	X					X			X
Comm-Press, Inc.[a]	X	X	X	X	X			X	
Compusearch Software Systems [a]	X				X	X	X		X
Dakin Technology Pty Ltd	X			X	X				
Data Management Strategies, Ltd.	X	X		X	X	X	X		
DIGIT Software, Inc.	X				X				

Table B-1. EDI Translation Software Vendors

Company	Computer			Unix	Windows	Windows NT	LAN	Security	GSA/DoD contract
	Micro	Mini	Main frame						
Digital Equipment Corporation	X	X	X	X	X	X			X
Diversified Systems Resources	X	X		X	X				X

Table B-1. EDI Translation Software Vendors (Continued)

Company	Computer			Unix	Windows	Windows NT	LAN	Security	GSA/DoD contract
	Micro	Mini	Main frame						
DNS Worldwide	X				X	X	X		X
EC Web Technologies [a]	X				X				X
EDI Consultants, Inc.	X				X				
EDI Integration Corporation	X				X	X		X	X
EDI Systems, Inc. [a]	X				X		X		
EDI, Inc./TELINK Systems	X				X	X			
EDICT Systems	X				X				
EDIFECS Corporation [a]	X				X	X			
Electronic Data Systems	X				X	X	X		X
Elliptus Software Solutions, Inc.	X				X		X		
Encomium Data International (formerly Perwill EDI)	X	X		X	X	X	X		X
ExtoL, Inc.		X						X	X
Foresight Corporation [a]	X				X				
Frontec AMT, Inc.	X	X		X		X			
General Electric Information Services	X	X		X	X	X	X		
Grace Computer Resources, Inc.	X						X		
Harbinger Corporation	X	X	X	X	X	X		X	
IBM Global Services—Network Services	X	X	X	X	X				
Intercoastal Data Corp.	X	X					X		

Company	Computer			Unix	Windows	Windows NT	LAN	Security	GSA/DoD contract
	Micro	Mini	Main frame						
LEK Product Marketing Company, Inc.	X	X		X	X	X			
Loren Data Corp. [a]	X				X	X			
M.B. Foster Associates Limited		X		X					
MessageXpress [a]	X				X				
Mil-Pac Technology [a]	X				X				
MPACT Immedia		X							
Neumenon, Inc.	X	X			X				
PaperFree Systems, Inc.	X			X	X	X			X
Piedmont Systems, Inc.	X			X					
Prospera, Inc.	X				X	X	X		
Radley Corporation	X	X		X	X	X			X
RMS Electronic Commerce Systems	X	X		X	X	X	X		
S2 Systems, Inc.		X							X
SoftCare Electronic Commerce Inc.	X	X		X		X			X
Softshare [a]	X				X	X		X	
SPARTA, Inc. [a]	X	X	X	X	X	X		X	X
St. Paul Software	X	X	X	X	X	X			
Sterling Software, Federal Electronic Commerce Division	X	X	X	X	X	X	X	X	X
Telecom Finland Ltd, Telemedia		X		X					
Trinary Systems, Inc.	X	X		X		X			X
TSI International	X		X		X				
Universal Systems Integration	X	X							
Userbase Systems, Inc.	X	X		X					
X-Change Software, Inc. [a]	X				X				

[a] Products described in Appendix F.
[b] Company is listed twice because it offers generic EDI translation software products as well as products focusing on government procurement.

Table B-2. EDI Translation Software Vendors Excluded from Guide

Company	Contact	Reason
AIM Computer Solutions, Inc. 42872 Mound Road Sterling Heights, MI 48314	Theresa D'Angelo (810) 254-8600	Product has been developed primarily for the automotive industry.
AT&T EDI Marketing Manager Room 4A09, 400 Interpace Parkway Parsippany, NJ 07054	Marketing (800) 242-6005	Provides list of translation software products certified for operation with AT&T's EDI VAN.
Base 2 Corporation 435 East Mill Street Plymouth, WI 53073	Paul Gutelius (414) 892-4566	Product has been developed primarily for automotive industry suppliers, retailers, and manufacturers.
Computer Power, Inc. P.O. Box 5568 Florence, SC 29502	Diane Boatwright (803) 665-0478	Requested to be excluded; product is primarily used by hospitals and electronics organizations.
Dun & Bradstreet Software 3445 Peachtree Road, Northeast Atlanta, GA 30326	Don Bush (404) 239-3411	Provides business applications that support EDI; translation software may only be purchased as part of application.
Dynax Resources, Inc. 2 Jericho Plaza Jericho, NY 11753	Lisa Visconti (516) 932-9080	Remarkets Premenos EDI translation software products.
EDI Support, Inc. 275 Hill Street, Suite 206 Reno, NV 89501	Mary Jo Barton (702) 538-2910	Offers software that interfaces user's application system to EDI translation software products from Premenos (AS400), Supply Tech (PC), and Telink (PC). Also offers software that supports universal product codes.
ESCOM Software Services Ltd. #518-4211 Kingsway Burnaby, BC V5H1Z6	Bill Stephens Grant Andrews (800) 661-1196 (604) 438-7361	Remarkets EDS EDI translation software products. Also provides EDI system integration services.
Fritz Companies, Inc. P.O. Box 66215 AMF O'Hare International Airport Chicago, IL 60666	John Fitzgerald (708) 616-5523	Offers a turnkey system developed exclusively for import and export companies.
Future Three Software, Inc. 33031 Schoolcraft Road Livonia, MI 48150	Sarah Marchi (313) 261-5609	Product has been developed exclusively for the automotive industry.
Genzlinger Associates, Inc. Two Northfield Plaza, Suite 212 5700 Crooks Road Troy, MI 48098	Roger Marshall (810) 879-7070	Product has been developed exclusively for automotive industry and repetitive manufacturers.
Information Access, Inc. 8801 East Pleasant Valley Road Cleveland, OH 44131	Rich Stibrick (216) 328-0911	Value-added reseller; offers a turnkey system that interfaces only with its order-entry software developed for manufacturers and brokers in the food industry.

Table B-2. EDI Translation Software Vendors Excluded from Guide (Continued)

Company	Contact	Reason
Information Management Consultants, Inc. 5035 Charlotte Avenue Evansville, IN 47720	John Dyer (812) 421-0045	Offers application interface software that operates with Premenos Corp.'s EDI translator; provides mapping, editing, and auditing functions.
INFOWARE, Inc. 9701 West Higgins Road, Suite 200 Rosemont, IL 60018-4715	Bob Newman (708) 825-5500	Offers application interface software that operates with ExtoL, Inc.'s EDI translator, Premenos Corp.'s EDI translator and all Sterling EDI translators except for mainframes.
Innovative Computing Corporation 4300 Highline Boulevard, Suite 100 Oklahoma City, OK 73108	Dan Wancura (405) 949-9070	Remarkets Premenos translator as part of a trucking and transportation software package.
Logistics Concepts 4555 Wilson SW Grandville, MI 49418	Shane Czetli (616) 531-8900	Product is industry-specific; offers a warehousing software package that interfaces with St. Paul Software's EDI translation software products.
Management Computer Systems 123 North Union Avenue Cranford, NJ 07016	Shelly Hull (908) 272-3080	Product has been developed exclusively for the grocery (UCS and X12 standards).
Manufacturing Systems, Inc. P.O. Box 52007 6700 Baum Drive, Suite 4 Knoxville, TN 37950	Walter Williams (615) 558-3001	Requested to be excluded; company only works with manufacturing companies in Eastern Tennessee.
PLP Systems, Inc. 610 West College, Suite 200 Murfreesboro, TN 37130	Bill Parrott (615) 896-0081	Remarkets EDI translation software products developed by IBM, Premenos Corp., and Supply Tech, Inc.; also develops custom EDI software.
Prophet 21 19 West College Avenue Yardley, PA 19067	Debbie Dickerson (215) 493-8900	Produces a turnkey system developed primarily for electrical, plumbing, and industrial distribution users.
Retail Data Systems 1901 South Harbor City Boulevard Melbourne, FL 32901	John Feronti (407) 951-9600	Offers point-of-sale, inventory, and merchandising software that interfaces with EDI translation software; does not offer an EDI translation software product for purchase.
Ross Systems Center Two 1100 Johnson Ferry Road, Suite 750 Atlanta, GA 30342	Steven James Rilene Simpson (404) 851-1872	Offers software that interfaces EDI translators with business applications (e.g., accounts payable, accounts receivable, sales, and inventory control) and manufacturing applications (e.g., purchasing and invoicing); does not offer an EDI translation software product for purchase.
SCS (Specialists in Custom Software) 5525 Oakdale Avenue, Suite 244 Woodland Hills, CA 91364	Kristin Eisen (818) 587-5660	Offers software that interfaces EDI translators with user application systems that support accounts payable, order-entry, or inventory control; also remarkets EDI translation software products.

Table B-2. EDI Translation Software Vendors Excluded from Guide (Continued)

Company	Contact	Reason
Software Associates 219 Patterson Avenue Little Falls, NJ 07424	Bruce Hall (201) 244-1000	Remarkets Sterling Software's EDI translation software packages; performs EDI integration and customization services; and offers a generic application interface program that can be integrated with most PC translation software products.
Txbase Systems, Inc. 225 East Beaver Creek, Suite 200 Ontario, Canada L4B3P4	Ray Talwar (905) 771-8100	Product is industry specific; Unix-based and NT-based manufacturing system (MRPII) with an EDI server. Interfaces with existing EDI translation software products to communicate with trading partners.
Vertical Systems, Inc. 1745 114th Avenue SE, Suite 150 Bellevue, WA 98004	George Cross (206) 454-7494	Provides EDI integration services; does not offer a translation software product for purchase.

Appendix C
EDI Translation Software Vendor Information

This appendix provides information—including hardware operating environment; product pricing; availability on the GSA schedule or DoD contracts; and third-party networks that the software accesses—on the products offered by EDI translation software vendors.

1 EDI SOURCE, Inc.

ADDRESS: 38 Brighton Dr.
Gaithersburg, MD 20877

CONTACT: Sales

PHONE: (301) 963-9702   **E-MAIL:**

FAX: (301) 963-8252   **WEB SITE:**

PRODUCT: TELINK/Gateway

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible Pentium PC with Windows 3.1, 95, or Windows NT; LAN compatible

EDI STANDARDS SUPPORTED: X12 and all subsets, UCS, EDIFACT

PRICING:

Basic Package Cost: $4,550 includes all transaction sets needed, and communications scripts to any VAN and/or direct connectivity, including the Internet

Additional Charge per EDI Standard: $310 for future standards version upgrades

Additional Charge per Transaction Set: $300

Annual Maintenance Fee: 18 per cent of license fee

Maintenance Fee Includes: Unlimited technical support, product upgrades, documentation upgrades

Training Fee: $1,000 per person

Additional Fees: Not available.

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
All public and most private networks; Internet

VENDOR EXPERIENCE:

Year Company Founded: 1989

Date Package First Available: 1984 for the translator; 1989 for the data mapper

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 3

Hot Line: 3

Total: 3

MISCELLANEOUS INFORMATION:
Security including encryption is available via a third party product. On-site installation, implementation planning, hub development programs, custom built EDI packages, and consulting services available.

Programming Language Used by Package: FoxPro, Delphi

Advanced Communications Systems

ADDRESS: 24371 Lorain Road Suite 207
North Olmsted, OH 44070-2166

CONTACT: Tony Reagon

PHONE: (800) 223-5424 **E-MAIL:** zen4unow@coil.com
(440) 925-5424

FAX: (440) 925-5436 **WEB SITE:** http://www.acsvan.com

PRODUCT: BusinesSource—EDI software certified for the Federal government electronic
commerce program
DataMail—EDI translator
ACSIS—Advanced Communications Systems' EDI network (software
independent)

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
BusinesSource: IBM compatible 386 with DOS 5.0 or higher, Windows 3.x or Windows 95
DataMail: IBM compatible 386 with DOS 5.0 or higher, Windows 3.x or Windows 95

EDI STANDARDS SUPPORTED: X12, EDIFACT, TDCC, VICS, WINS, UCS, and industry
specific subsets

PRICING:

Basic Package Cost: BusinesSource: call for prices.
DataMail: $1,650 for Level 1 single trading partner package
$2,450 for Level 2 multiple trading partner package
$395 per Trading Partner Module
ACSIS: $25 per month or $.14 per transaction, whichever is higher

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: BusinesSource: None
DataMail Level 1: $295
DataMail Level 2: $595
ACSIS: None

Maintenance Fee Includes: Software enhancements, standards updates, toll-free telephone
support

Training Fee: On-site installation is available; call for prices

Additional Fees: EDI implementation consulting; value-added network (VAN) government certification

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
GEIS; AT&T; RAILINC; Harbinger; Sterling COMMERCE:Network; Wal-Mart; Kleinschmidt; IBM Global Network; CTX; MCI; all automotive networks

VENDOR EXPERIENCE:

Year Company Founded: 1985

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 8

Hot Line: 4

Total: 15

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: COBOL

Advantage Systems, Inc.

ADDRESS: 30680 Montpelier Drive, Suite 350
Madison Heights, MI 48071

CONTACT: David Williams

PHONE: (248) 588-3480   **E-MAIL:**

FAX: **WEB SITE:**

PRODUCT: EDI Advantage

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM System 36, AS/400

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost: Includes two transaction sets and source code
System 36: $3,000
AS/400: $3,000–$9,000 depending on model

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: System 36: $400
AS/400: $450–$1,200 depending on model

Annual Maintenance Fee: 15 percent of installed software price

Maintenance Fee Includes: Hot line, standards updates, software enhancements

Training Fee: None

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
MCI

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 3

Hot Line: 1

Total: 5

MISCELLANEOUS INFORMATION:
Product was developed primarily for the automotive industry but other industries can also use it.

Programming Language Used by Package: System 36 RPG II
AS/400 RPG 400

American Custom Software, Inc.

ADDRESS: 1210 North Willow Avenue
                 Cookeville, TN 38501

CONTACT: John B. Brady

PHONE: (931) 526-6100   **E-MAIL:**   sales@americancustom.com

FAX: (931) 520-1960   **WEB SITE:**   http://www.americancustom.com

PRODUCT: Business Partners

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible PC with MS-DOS, Windows 3.1x, Windows 95, Windows NT, Novell

EDI STANDARDS SUPPORTED: X12, AIAG, VICS, UCS, TDCC, WINS, GM, Ford,
                                 EDIFACT

PRICING:

Basic Package Cost: Core System: $1,995.95 (includes one trading partner)
                          Additional trading partners: $495.95

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: $195.95

Annual Maintenance Fee: $375 plus $125 per trading partner

Maintenance Fee Includes: EDI help desk, standards updates

Training Fee: $500 per day plus expenses

Additional Fees: $125 for automatic document creation (e.g. document turnaround)

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
GEIS; IBM Global Network; Kleinschmidt; MCI; RAILINC; Harbinger; Sterling
COMMERCE:Network

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1988

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 2

Hot Line: 2

Total: 2

MISCELLANEOUS INFORMATION:
Core system includes Btrieve record management, import system, export system, report generator, communications system, unattended operations, and mapping systems

Programming Language Used by Package: BASIC, C, Assembly, Visual Basic

The APL Group, Inc.

ADDRESS: 644 Danbury Road
Wilton, CT 06897

CONTACT: Sales Department

PHONE: (800) 828-0770   **E-MAIL:**

FAX: (203) 762-2108   **WEB SITE:**

PRODUCT: Qualedi for Windows: general purpose EDI translator
Qualedi Bid Manager: government specific EDI translation software
Qualedi Tax Manager: EDI software for state tax filing

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible PC with 486/DX or better (Pentium is recommended), Windows 3.x or Windows 95; 8 MB RAM, 30 MB disk space dedicated to Qualedi, VGA color monitor, Hayes compatible modem

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, VICS, WINS, EDIFACT

PRICING:

Basic Package Cost: Qualedi for Windows:
Workstation single trading partner: $1,650
Workstation multiple trading partners: $2,500
Front End single trading partner: $2,500
Front End multiple trading partners: $3,200
EDI Service Bureau Processor: $4,995
EDI Service Bureau Division: $3,700
Qualedi Bid Manager: $795
Qualedi Tax Manager: $795

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: Qualedi for Windows:
Workstation single trading partner: $475
Workstation multiple trading partners: $575
Front End single trading partner: $575
Front End multiple trading partners: $750
EDI Service Bureau Processor: $995
EDI Service Bureau Division: $850
Qualedi Bid Manager: $395
Qualedi Tax Manager: $395

Maintenance Fee Includes: Toll-free 7x24 hot line, software enhancements, standards
updates, and all requested transaction sets

Training Fee: $500 per day plus travel and expenses at the user's facility

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
AT&T;MCI; GEIS; IBM Global Network; Sterling COMMERCE:Network; Kleinschmidt;
Datamatix, point-to-point; others

VENDOR EXPERIENCE:

Year Company Founded: 1983

Date Package First Available: Qualedi for Windows: 1985
Qualedi Bid Manager: 1996
Qualedi Tax Manager: 1998

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 17

Hot Line: 8

Total: 25

MISCELLANEOUS INFORMATION:
APL Group offers Web-based EDI business applications for federal government and commercial
customers. APL Group also offers EDI consulting services including strategic planning,
management briefings, systems integration, project management, and on-site electronic commerce
courses.

Programming Language Used by Package: APL, C, Assembly

Bergen Computer

ADDRESS: 200 Williams Drive
Ramsey, NJ 07446

CONTACT: Carol Williams

PHONE: (201) 934-6666   **E-MAIL:**

FAX: (201) 934-6664   **WEB SITE:**

PRODUCT: Simple EDI Chameleon—EDI translator; includes additional tools for document management and reporting. Single or network version available.
Simple EDI Label Wizard—print engine with template data entry support to produce custom product and carton marking labels or tags.
Simple EDI Paramount System—warehouse resident data collection and verification system dedicated to order processing, inventory management, and receipt verification. Single or network version available.

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible PC with MS-DOS 5.0 or higher, Windows 95, Windows NT Workstation for Simple EDI Chameleon

EDI STANDARDS SUPPORTED: X12, VICS, Proprietary

PRICING:

Basic Package Cost: Call for pricing

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: 12.5 percent of current product list price

Maintenance Fee Includes: Toll-free telephone support, software enhancements, standards upgrades, required transaction sets, on-site service

Training Fee: $800 per day plus travel and living expenses

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
IBM Global Network; GEIS; CommerceNet; Wal-Mart

VENDOR EXPERIENCE:

Year Company Founded: 1985

Date Package First Available: 1989

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 11

Hot Line: 5

Total: 11

MISCELLANEOUS INFORMATION:
Bergen provides EDI application systems for retail shippers and companies requiring verification of products shipped and 100% accuracy in order fulfillment.

Programming Language Used by Package: C++, Basic, Delphi

Birmingham Computer Group, Inc.

ADDRESS: 25307 Dequindre
Madison Heights, MI 48071

CONTACT: Chuck Townsend

PHONE: (248) 414-9095   **E-MAIL:**

FAX: (248) 414-9099   **WEB SITE:**

PRODUCT: DOC-U-MAP—communications and translation software module with data mapping (Year 2000 ready)

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Unix; IBM compatible with MS-DOS 5.0 or higher, 20MB hard disk, 4MB RAM (also operates with Novell Network and other LANs)

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, Kmart, Sears, all automotive standards

PRICING:

Basic Package Cost: Microcomputer: $1,900 includes unlimited trading partners and X12/EDIFACT standards
Unix platforms: $11,200, includes unlimited trading partners and X12/EDIFACT standards

Additional Charge per EDI Standard: $990

Additional Charge per Transaction Set: $200

Annual Maintenance Fee: 15 percent of purchase price

Maintenance Fee Includes: Hot-line support, software updates

Training Fee: $85 per hour at vendor location; travel and living expenses are extra at the user's facility

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
IBM Global Network; GEIS; MCI; AT&T; Sterling Commerce Network; and other major vendors; a communications script permits user to access any EDI VAN

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1985

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 2

Total: 7

MISCELLANEOUS INFORMATION:
Other services available include order entry systems, manufacturing materials requirement planning software systems, bar-coding systems, and consulting. Product can be integrated with SBT Professional Series Accounting packages. Birmingham Computer Group, Inc. also has a third-party service arrangement with SIMPLIX for converting hard copy documents to EDI for a limited selection of transaction sets.

Programming Language Used by Package: COBOL

Dakin Technology Pty Ltd[1]

ADDRESS: P.O. Box 370
Jamison
ACT 2614
Australia

CONTACT: Dr. Robert Dakin

PHONE: +61 6 255 1436   **E-MAIL:**   dakin@pcug.org.au

FAX: +61 6 255 1304   **WEB SITE:**   http://www.pcug.org.au/~dakin

PRODUCT: Zipper-D—cross-platform development system
Zipper-T and Zipper-API—MS-DOS or Windows translator

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Unisys Unix; SCO Unix; IBM compatible PC with Windows or DOS; may be ported to other systems that have ANSI C compiler

EDI STANDARDS SUPPORTED: EDIFACT, X12

PRICING:

Basic Package Cost: Zipper-D: Aus $5,000
Zipper-T, Zipper-API: Aus $750

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: Flat-file translation: $200
Custom data mapping: $1,500

Annual Maintenance Fee: 20 per cent of purchase price

Maintenance Fee Includes: Remote support via e-mail or fax (response within 2 working days).

Training Fee: Call for prices

Additional Fees: None

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[1] An update was unavailable. The information used is from *A Guide to EDI Translation Software, 1996 Edition*.

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Communications capability not included. Call for details.

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: 1992

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 1

Hot Line: 2

Total: 2

MISCELLANEOUS INFORMATION:
Zipper is an anything-to-anything translator. It is not table-driven. Translations and data maps can only be established using Zipper-D development system or the Dakin Technology data mapping service.

Programming Language Used by Package: Portable translator: ANSI C
Zipper-D: Object Pascal

Data Management Strategies, Ltd.

ADDRESS: 585 Technology Park, Suite 107
Lake Mary, FL 32746

CONTACT: Randall Smith
Craig Douglas

PHONE: (800) 668-2784   **E-MAIL:**
(407) 805-8888

FAX: (407) 805-8881   **WEB SITE:**   http://www.proedi.com

PRODUCT: Pro_EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible XT/AT or PS/2 with 640K RAM, 20MB hard drive with MS-DOS 3.1 or higher, Windows 3.1, AT&T Unix System V/Release 4, SCO Unix, SCO Xenix, OS/2 V2.1, OS/2 V3.0, Windows NT, Windows 95, HP9000, DEC Unix, RS/6000 AIX, Sun Solaris, Data General Aviion

EDI STANDARDS SUPPORTED: EDIFACT, AIAG, X12 and all subsets including TDCC, VICS, WINS

PRICING:

Basic Package Cost: DOS, Windows, OS/2 (single user): $5,996
PC LAN and Windows NT: $9,995
Unix: $9,995

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: DOS, Windows, OS/2 (single user): $1,100 after first year
PC LAN: $1,600 after first year
Unix: $1,600 after first year

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: Basic package cost includes one day of training at user's facility (travel and living expenses are extra); additional training is $1,000 per day plus expenses

Additional Fees: Consulting at $1,000 per day plus travel and living expenses or $125 per hour

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
AT&T, GEIS, IBM Global Network, Sterling COMMERCE:Network, and all other major VANs.

VENDOR EXPERIENCE:

Year Company Founded: 1988

Date Package First Available: 1989

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 9

Hot Line: 7

Total: 19

MISCELLANEOUS INFORMATION:
Pro_EDI for the HP 3000 is available from Northtech Systems, Inc. at (734) 769-5040.

Programming Language Used by Package: COBOL

DIGIT Software, Inc.

ADDRESS: P) O. Box 1425
                   Silver Spring, MD 20902

CONTACT: Hedy Ross

PHONE: (301) 593-8952   **E-MAIL:**

FAX: (301) 593-2201   **WEB SITE:**   http://www.digitsw.com

PRODUCT: MacEDI—EDI translator for Apple Macintosh hardware
                  WinEDI—EDI translator for IBM compatible PC
                  EDI translation service

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Apple Macintosh; IBM compatible PC with Windows

EDI STANDARDS SUPPORTED: X12, TDCC, WINS, VICS, UCS, EDIFACT, TRADACOMS

PRICING:

Basic Package Cost: $1,950 for transaction manager; data mapper available for additional fee. Low cost, limited feature versions of MacEDI and WinEDI are available.
EDI translation service: monthly fee plus character charges. Call for specifics.

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: $300 per data map; no charge if the data mapper is purchased

Annual Maintenance Fee: $400

Maintenance Fee Includes: Software enhancements, hot line, standards updates, data map update

Training Fee: $1,200 per day for on-site advanced systems training

Additional Fees: Communications software may be purchased

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
AT&T; MCI; Sterling COMMERCE:Network; IBM Global Network; GEIS; RAILINC;
Kleinschmidt; Harbinger, Wal-Mart

VENDOR EXPERIENCE:

Year Company Founded: 1988

Date Package First Available: 1988

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 3

Total: 8

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C

Digital Equipment Corporation

ADDRESS: 40 Old Bolton Road
MS OGO1-1/M11
Stow, MA 01775-1215

CONTACT: Wayne Toye

PHONE: (508) 496-8362   **E-MAIL:**   edi-info@digital.com

FAX: **WEB SITE:**

PRODUCT: DEC/EDI—client-server software that includes communications, translation, mapping, and management features
HostBridge—optional, integrates DEC/EDI with IBM mainframes
EDI Cockpit—optional, Windows-based, end-user client software with a graphical user interface for accessing management, tracking, and routing information
DEC/EDI Command Center—optional, Windows-based, configuration software with a graphical user interface for creating and maintaining data maps, trading partner profiles, and communication links; support for direct, VAN, and Internet communications; year 2000 ready software

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
DEC/EDI Server: Alpha under Digital UNIX operating systems; VAX or Alpha under OpenVMS operating system
DEC/EDI Application Clients: integrates with applications that operate on VAX (OpenVMS), Alpha (OpenVMS and Digital UNIX), HP (HP-UX), Sun (Solaris), and IBM (AIX, OS/400, MVS, and VSE) systems
EDI Cockpit: IBM compatible PC with Windows 3.1, Windows 95, and Windows NT
DEC/EDI Command Center: IBM compatible PC with Windows 3.1, Windows 95, and Windows NT

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, VICS, WINS, UCS, ODETTE, AIAG, TRADACOMS, CIDX, EIDX, HIBCC, EDIFICE, GTDI

PRICING:

Basic Package Cost: DEC/EDI: $9,000 and up, depending on processor size
Application clients: $2,000 and up
EDI Cockpit: $850
DEC/EDI Command Center: $2,500

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: Fee varies based on service and warranty contract; average is 15 percent of software purchase price

Maintenance Fee Includes: Depends on service and warranty contract purchased; averages 15 percent of software purchase price

Training Fee: Varies

Additional Fees: None

GSA/DoD Schedules or Contracts: GS00K94AGS5674

NETWORKS DIRECTLY ACCESSED:
GEIS; MCI; AT&T; Harbinger; IBM Global Network; Sprint; Sterling COMMERCE:Network; Telecom Canada; Internet; and others

VENDOR EXPERIENCE:

Year Company Founded: 1957

Date Package First Available: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION:
Communications software component provides concurrent support for bisynchronous (2780/3780); X.400; X.435; and OFTP/X.25 protocols using VANs or direct connections. DEC/EDI also supports DECnet/OSI, TCP/IP, IBM SNA, SMTP/MIME environments concurrently.

Programming Language Used by Package: C

Diversified Systems Resources

ADDRESS: TRW-Reda Building Suite 312
Fourth and Dewey St.
Bartlesville, OK 74003

CONTACT: Gary Sloop

PHONE: (800) 843-7606 Ext.   **E-MAIL:**
1877

FAX: **WEB SITE:**

PRODUCT: PassportGOLD/Overseer—Windows-based translator, including report execution and data entry screens.
PaasportGOLD/Mapper—Windows-based data mapping module
PassportMED—translator for health insurance transactions
Passport EDI Services—translation and forwarding service for small businesses
Transport GOLD—Windows-based translation software for trucking industry

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible PC 286 or higher with MS-DOS 5.0 or higher; Windows version requires IBM compatible 486 or higher; AS/400; Unix; SCO Unix; RS/6000

EDI STANDARDS SUPPORTED: X12, VICS, UCS

PRICING:

Basic Package Cost: PassportGOLD (DOS): $500
PassportGOLD/Overseer (Windows): $500
PassportGOLD/Mapper (windows): $500
PassportGOLD (Windows NT): $2,500
PassportGOLD (Unix): $3,500*
PassportGOLD (AIX): $4,500*
PassportGOLD (AS/400): $5,500*
PassportMED (DOS): $195
Passport EDI Services: $75 per month, minimum 6 months, includes 10 documents; each additional document translation is $1. Fee includes mapping, translation, and network services.

* Includes client-server module for PC that allows maps and control information to be moved to the enterprise platform

Additional Charge per EDI Standard:　　None

Additional Charge per Transaction Set:　None

Annual Maintenance Fee:　　PassportGOLD (DOS): $100
　　　　　　　　　　　　　　PassportGOLD (Windows): $100
　　　　　　　　　　　　　　PassportGOLD (Windows NT): $200
　　　　　　　　　　　　　　PassportGOLD (Unix, AIX): $500
　　　　　　　　　　　　　　PassportGOLD (AS400): $1000

Maintenance Fee Includes:　　Hot line, software enhancements, standards updates

Training Fee:　　$500

Additional Fees:　　None

GSA/DoD Schedules or Contracts:　　GS00K95AGS2011

NETWORKS DIRECTLY ACCESSED:
IBM Global Network; AT&T; MCI; Kleinschmidt; IBM Global Network North

VENDOR EXPERIENCE:

Year Company Founded:　　1982

Date Package First Available:　　PassportGOLD (DOS): 1993
　　　　　　　　　　　　　　　　PassportGOLD (Windows): 1995
　　　　　　　　　　　　　　　　PassportGOLD (Unix, AIX): 1997
　　　　　　　　　　　　　　　　PassportGOLD (AS/400): 1998

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff:　　20

Hot Line:　　8

Total:　　34

MISCELLANEOUS INFORMATION:
Diversified Systems Resources also offers data mapping services, special reporting, and customized screens.

Programming Language Used by Package:　　C, C++

DNS Worldwide

ADDRESS: Six New England Executive Park
     Burlington, MA 01803-5080

CONTACT: Terry Kerans

PHONE: (800) 624-6354 **E-MAIL:**
    (781) 272-4252

FAX: (781) 272-5820 **WEB SITE:** http://www.dnsww.com

PRODUCT: EDI/Entry—translation software core module
     EDI/Developer—optional mapping module
     EDI/Batch—front-end processor and call scheduler
     EDI/Edge Suite—all three products bundled together

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible PC with 30 MB free hard disk, Windows 3.1, Windows 95 or Windows NT.
LAN versions available.

EDI STANDARDS SUPPORTED: X12, TDCC, WINS, UCS, EDIFACT, and all other public U.S.
            standards

PRICING:

Basic Package Cost: EDI/Entry: $1,195
       EDI/Developer: $1,795
       EDI/Batch: $595
       EDI/Edge Suite: $2,995

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: EDI/Entry: $350
        EDI/Developer: $350
        EDI/Batch: $100
        EDI/Edge Suite: $800

Maintenance Fee Includes: Unlimited toll-free hot line, standards updates, software
        enhancements

Training Fee: $750 for 2-day classes; $950 for 3-day classes

Additional Fees: Partner sets—$200 each

GSA/DoD Schedules or Contracts: GSA Schedule E GS00K95AGS2016

NETWORKS DIRECTLY ACCESSED:
All major EDI VANs

VENDOR EXPERIENCE:

Year Company Founded: 1979

Date Package First Available: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 12

Hot Line: 7

Total: 45

MISCELLANEOUS INFORMATION:
DNS offers trading partner expansion programs, consulting, and implementation services.

Programming Language Used by Package: C

EDI Consultants, Inc.

ADDRESS: 12200 Northwest Freeway, Suite 418
Houston, TX 77092

CONTACT: Joseph Buffalo

PHONE: (713) 680-9596   **E-MAIL:**   edipdq@insync.net

FAX: (713) 680-9597   **WEB SITE:**

PRODUCT: PDQ-EDI: family of application programs that serve as front end or standalone translator, mapper, and application interfaces.

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible 486 or higher, with Windows 95, Windows 3.x, 16 MB RAM, and 10 MB available hard drive space.

EDI STANDARDS SUPPORTED: X12, TDCC, UCS

PRICING:

Basic Package Cost: $3,000–$45,000; includes unlimited trading partner support.
Includes 180, 204, 210, 214, 810, 812, 820, 824, 832, 840, 850, 855, 856, 875, 860, 863, 865, 875, 879, 888, 889, 891, 893, 980, 990, and 997 Transaction Sets

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: 15 per cent of the first-year license

Maintenance Fee Includes: Hot line, software enhancements, standards upgrades, new transaction sets implemented, online support

Training Fee: $1,000 per day at user's facility plus travel and living expenses. Software installation fee includes classes given at EDI Consultants, Inc.

Additional Fees: Interfaces with over 20 accounting/manufacturing packages available for $500. Call for customizing software price quotes.

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Most major VANs; Internet, and Sterling COMMERCE:Network

VENDOR EXPERIENCE:

Year Company Founded: 1993

Date Package First Available: 1993

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 6

Hot Line: 2

Total: 10

MISCELLANEOUS INFORMATION:
EDI Consultants has integrated its system with order entry/reception, invoicing, accounts receivable, automatic order changes, and bar code applications. It maintains product, price, and bill-of-material databases and notifies users when changes are received.

Programming Language Used by Package: COBOL

EDI Integration Corporation

ADDRESS: 2200 Defense Highway, Suite 303
Crofton, MD 21114

CONTACT: Denise Carley
William L. Stevens

PHONE: (410) 721-9744   **E-MAIL:**

FAX: (410) 721-8699   **WEB SITE:**

PRODUCT: EAGLE—translator system
EDI-LOC—electronic signature and encryption-authentication system

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM-compatible 486 50 megahertz or higher, with Windows 3.1, 95, or NT, 8 MB RAM, 130 MB free space on hard drive, 14.4 modem. Recommend Windows 95 or NT with Pentium processor.

EDI STANDARDS SUPPORTED: X12, EDIFACT, VICS, WINS, AIAG, CIDX, EIDX, and others

PRICING:

Basic Package Cost: EAGLE: $350
Configuration: $350
EDI-LOC: $650–$2,150. Basic price includes central receiver, key management and one signature origin system; additional signature origin systems are $50 each. Full price includes hardware-based message encryption and authentication.

Special volume pricing available for bulk purchases of EAGLE or EDI-LOC.

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: $400

Maintenance Fee Includes: Toll-free hot line support, software enhancements, standards updates, on-line diagnostic support

Training Fee: $500 per day at the user's facility plus travel and living expenses

Additional Fees: None

GSA/DoD Schedules or Contracts: GSA Schedule E GS00K95AGS2010

NETWORKS DIRECTLY ACCESSED:
All major EDI VANs. EAGLE includes communication scripts for using FTP, MCI EDI*NET, GEIS, AT&T, and Sterling Commerce Network.

VENDOR EXPERIENCE:

Year Company Founded: 1987

Date Package First Available: EDI-LOC: 1989
                                  EAGLE: 1993

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 7

Hot Line: 4

Total: 11

MISCELLANEOUS INFORMATION:
EAGLE features include automatic transmission of all X12 transaction sets via a modem. EDI Integration also offers electronic funds transfer capabilities and EDI systems integration planning, design, and development.

Programming Language Used by Package: Microsoft FoxPro for Windows

EDI, Inc./TELINK Systems

ADDRESS: 19650 Club House Road
Gaithersburg, MD 20879

CONTACT: Maria Ryan

PHONE: (800) 654-9836   **E-MAIL:**
(301) 670-0811

FAX: (301) 963-8252   **WEB SITE:**   http://www.telinksystems.com

PRODUCT: TELINK/Gateway
TELINK/ezb—bidding product designed specifically for the federal government procurement initiatives

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible XT, AT, PS/2, with minimum 20MB hard disk, 640K RAM, Windows 3.1, 95, or Windows NT

EDI STANDARDS SUPPORTED: Versions 2000–4010: X12, TDCC, UCS, WINS; EDIFACT

PRICING:

Basic Package Cost: TELINK/Single Trading Partner: $750
TELINK/Gateway: $4,550
TELINK/ezb: $500

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: TELINK/Gateway: $100–$300
TELINK/ezb: None

Annual Maintenance Fee: TELINK/Gateway: 18 percent of license fee
TELINK/ezb: None

Maintenance Fee Includes: Hot line, software enhancements

Training Fee: $1,000 per person for 1.5 days at EDI, Inc's location

Additional Fees: Many optional software modules are available; call for prices

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
GEIS; Sterling COMMERCE:Network; Kleinschmidt; MCI; RAILINC; Telecom Canada; TranSettlements; IBM Global Network; CompuServe; AT&T; Harbinger; Sprint; DACOM; Global VAN Japan; Ford

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available: 1984

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 8

Hot Line: 3

Total: 20

MISCELLANEOUS INFORMATION:
EDI, Inc. also provides consulting services.

Programming Language Used by Package: FoxPro, Delphi

EDICT Systems

ADDRESS: 1619 Mardon Drive
                 Dayton, OH 45432

CONTACT: Jason K. Wadzinski
                 Mark Lawton

PHONE: (800) 443-3428   **E-MAIL:**   sales@edictsystems.com
                 (937) 429-4288

FAX: **WEB SITE:**

PRODUCT: FORMULA_ONE for Windows

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible 486 with 8 MB RAM and at least 30 MB available hard disk space.

EDI STANDARDS SUPPORTED: All standards are supported.

PRICING:

Basic Package Cost: $795–$1,995

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: $300–$500

Maintenance Fee Includes: Unlimited technical support, trading partners, transaction set charts, and version upgrades of FORMULA_ONE

Training Fee: Telephone training included in purchase price; call vendor for on-site training prices

Additional Fees: Call for custom stand-alone or mapping prices.

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
All major EDI VANs; first connection is free, each additional connections is $300

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: March 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 10

Hot Line: 6

Total: 25

MISCELLANEOUS INFORMATION:
Complete DoD modules are available for all government agencies (including profiling for 840 RFQs)

Programming Language Used by Package: C, Delphi, Assembler, Pascal

Electronic Data Systems

ADDRESS: 1615 Dundas Street East, Second Floor
Whitby, ON
L1N 7S6

CONTACT: Lynne M. Denault

PHONE: (905) 644-4419   **E-MAIL:**   ldenault@can.eds.com

FAX: (905) 644-6178   **WEB SITE:**

PRODUCT: EDI*ASSET for Windows

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible 486 (Pentium 75 or better is recommended), 8 MB RAM (16 MB is recommended), 50 MB of available disk space for installation, 100 MB for daily operation, Windows 3.1, Windows for Workgroups 3.11, Windows 95, Windows NT

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, VICS, WINS, EDIFACT, AIAG, CIDX, EDX, TCIF, and proprietary

PRICING:

Basic Package Cost: EDI*ASSET for Windows: $3,100; plus $600 for GroupA (X12) or GroupB (EDIFACT)

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: EDI*ASSET for Windows and Mapper: $800

Maintenance Fee Includes: Toll-free hot line, standards updates

Training Fee: Available upon request, call 1-800-263-7946

Additional Fees: None

GSA/DoD Schedules or Contracts: In proposal stage for Schedule E

NETWORKS DIRECTLY ACCESSED:
All major public and private third-party networks

VENDOR EXPERIENCE:

Year Company Founded: 1962

Date Package First Available: EDI*ASSET for DOS: 1987 (no longer offered)
EDI*ASSET for Windows: 1996

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 8

Hot Line: 6

Total: 14

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C

Elliptus Software Solutions, Inc.

ADDRESS: 16800 Greenspoint Park Drive
Suite 225 South
Houston, TX 77060

CONTACT: Jeff Burns

PHONE: (800) 525-8526   **E-MAIL:**
(281) 877-4245

FAX: (281) 876-4480   **WEB SITE:**

PRODUCT: EDI Office

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible Pentium 75 or greater, 32 MB RAM, Windows 3.11 for Workgroups or Windows 95

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost: "Lite" package: $895 (does not include mapping utility)
"Complete" package: $2,400 (includes mapping utility)

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: $500

Maintenance Fee Includes: Unlimited toll-free telephone support, new product releases

Training Fee: $700 per day plus travel and living expenses

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Most major EDI VANs

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1995

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C++, Delphi

Encomium Data International (formerly Perwill EDI)

ADDRESS: 7550 Lucerne Road, Suite 307
Middleburg Hts., OH 44130

CONTACT: Jan Pallenik

PHONE: (800) 969-3341   **E-MAIL:**
(440) 891-0096

FAX: (440) 891-0299   **WEB SITE:**

PRODUCT: Microcomputer: Pro_EDI
Minicomputer: Pro_EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
MS-DOS, Windows, Windows NT, Novell compatible LAN, Intel-based Unix including SCO and AT&T, Motorola 8800-based Unix, HP3000, HP9000 UX, RS/6000 AIX, Sun Sparc Solaris, Unisys Unix, Data General Aviion, Univel-Unixware

EDI STANDARDS SUPPORTED: X12, TDCC, WINS, EDIFACT, SPEC2000, Healthcare, and other major standards

PRICING:

Basic Package Cost: Pro_EDI Single-User Version: $5,995
Pro_EDI Multi-User Version: $9,995
HP3000: $10,795

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: Pro_EDI Single User Version: $1,100
Pro_EDI Multi-User Version: $1,600
HP3000: $1,795

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: Available upon request

Additional Fees: None

GSA/DoD Schedules or Contracts: GS00K95AGS2009

NETWORKS DIRECTLY ACCESSED:
Not available

VENDOR EXPERIENCE:

Year Company Founded: 1991

Date Package First Available: 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION:
MicroFocus COBOL

Programming Language Used by Package: C, COBOL

ExtoL, Inc.

ADDRESS: 795 Franklin Avenue
Franklin Lakes, NJ 07417

CONTACT: Karen Pohlman

PHONE: (888) EDI-EXTOL   **E-MAIL:**   kpohlman@extol.com
(201) 847-1200

FAX: (201) 847-1622   **WEB SITE:**   http://www.extol.com

PRODUCT: ExtoL EDI Integrator

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM AS/400

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, WINS, EDIFACT, and most proprietary standards

PRICING:

Basic Package Cost: $10,000–$50,000 depending on processor size

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: 15 percent of license fee

Maintenance Fee Includes: Toll-free hot line, software enhancements, standards update

Training Fee: Included in product price

Additional Fees: Education, consulting services, training seminars, annual user conference, and outsourcing services. Call for prices.

GSA/DoD Schedules or Contracts: GSA GS00K95AGS2018. Questions regarding this contract should be directed to Dennis Bonagura at 1-888-EDI-EXTOL.

NETWORKS DIRECTLY ACCESSED:
AT&T, GEIS, IBM Global Network, Sterling COMMERCE:Network, Kleinschmidt, Harbinger, SOLMIS, Wal-Mart, TDNI, and others

VENDOR EXPERIENCE:

Year Company Founded:　　1989

Date Package First Available:　1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff:　6

Hot Line:　　6

Total:　　8

MISCELLANEOUS INFORMATION:
Recently purchased Fischer International Systems Corporation's EDI Division. EXTOL also offers SecurEC which is an encryption module that can be integrated into all of EXTOL's products for communication over the Internet or EDI VANs.

Programming Language Used by Package:　RPG/400, CL

Frontec AMT, Inc.

ADDRESS: Four Landmark Square, Suite 410
Stamford, CT 06901

CONTACT: Gary Farner

PHONE: (203) 977-7100   **E-MAIL:**

FAX: (203) 977-7134   **WEB SITE:**

PRODUCT: AMTrix

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Windows NT; IBM AS/400; most Unix platforms (call for specifics)

EDI STANDARDS SUPPORTED: X12, EDIFACT, TRADACOMS, and proprietary standards

PRICING:

Basic Package Cost: $50,000 and higher (based on customer requirements)

Additional Charge per EDI Standard: Not applicable

Additional Charge per Transaction Set: Not applicable

Annual Maintenance Fee: 18 per cent of license fee

Maintenance Fee Includes: Software enhancements and standards updates

Training Fee: $1,500 for three day class, onsite training available.

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
All major networks and communications protocols

VENDOR EXPERIENCE:

Year Company Founded: 1981

Date Package First Available: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff:　　250 (in 19 offices around the world)

Hot Line:　　　　10

Total:　　　　　260

MISCELLANEOUS INFORMATION:
Also offers general purpose application integration product that supports application interoperability, EDI and electronic commerce, and web enabling of new and legacy applications without application modifications. Frontec AMT also offers direct SQL access to Oracle, Informix, Sybase, SQL Server, and DB/400.

Programming Language Used by Package:　　C

General Electric Information Services

ADDRESS: 401 North Washington Street
Rockville, MD 20850

CONTACT: Everette Hammond

PHONE: (800) 334-5669   **E-MAIL:**

FAX: **WEB SITE:**

PRODUCT: EDI*PC Advanced System (for Windows)—standalone translator or can be integrated into an application
EDI Application Integrator—Unix and Windows-based translator that operates in background, transparent to the user

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
EDI*PC Advanced System: IBM compatible 486/66 or higher; Windows 3.11, 95, or NT; 16 MB RAM,50 MB available hard disk space, Hayes compatible modem (GEIS recommends Pentium with 32 MB RAM)
EDI Application Integrator: Windows 95 or NT; HP 9000 (HPUX), IBM RS/6000 (AIX), Stratus (FTX), Sun (SOLARIS), SCO ODT, UNIXWARE, DEC Alpha (1996), Tandem (1996)

EDI STANDARDS SUPPORTED: X12, EDIFACT, TRADACOMS, and subsets including UCS, VICS, and others

PRICING:

Basic Package Cost: EDI*PC Advanced System: $1,595 (includes choice of trading partner kit and communications package. Quantity purchase prices available. Upgrade pricing available for EDI*PC users.)
Optional Programs:

Workbench (mapper):	$3,500
EDI Standards Editor (forms creation tool):	$495
Reply*Wizard (specialty tool to create reply maps):	$495
Scriptor (scripts PC operations):	$199

EDI Application Integrator: Windows: $12,000–$18,000
                                              UNIX: $27,500–$50,000
Price based upon functionality and operating system. Call for specifics.

Additional Charge per EDI Standard: Included in annual maintenance fee.

Additional Charge per Transaction Set: None.

Annual Maintenance Fee: EDI*PC Advanced System: $395; Call for pricing on optional program maintenance fees.
EDI Application Integrator: Dependent upon functionality and operating system. Call for prices.

Maintenance Fee Includes: Toll-free hot line, standards updates, software enhancements

Training Fee: EDI*PC Advanced System: $200 per attendee
EDI Standards Editor Class: $400 per attendee
Reply*Wizard: $800 per attendee
EDI Standards: $400 per attendee
Workbench: $1,600 per attendee
EDI Application Integrator: Dependent upon package purchased. Some packages include training.

Additional Fees: Consulting assistance is also available, call for prices.

GSA/DoD Schedules or Contracts: Not available.

NETWORKS DIRECTLY ACCESSED:
EDI*PC Advanced System: GEIS EDI*EXPRESS, GEIS EDI*Switch and Enterprise Systems, AT&T Easylink, MCI EDI*Net, IBM Global Network, Odette FTP (point to point)
EDI Application Integrator: Includes TERM scripts and Cleo scripts needed to access GEIS EDI*EXPRESS Service

VENDOR EXPERIENCE:

Year Company Founded: 1897

Date Package First Available: EDI*PC Advanced System for Windows: 1996 (DOS version first available in 1986)
EDI Application Integrator: 1993

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 155

Hot Line: 29

Total: Not available.

MISCELLANEOUS INFORMATION:
Toll-free hotline support available.

Programming Language Used by Package: EDI*PC Advanced System: C++
EDI Application Integrator: C

Grace Computer Resources, Inc.

ADDRESS: 204 Merchants Drive
Norcross, GA 30093

CONTACT: Donna Leffew

PHONE: (770) 939-1743   **E-MAIL:**

FAX: (770) 939-8561   **WEB SITE:**

PRODUCT: EDI-Ware

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible PC with MS-DOS or PC-DOS version 3.1 or higher, 640K RAM, 5MB free space on hard drive. (Network compatible with IBM and Novell.)

EDI STANDARDS SUPPORTED: X12, TDCC, WINS, VICS, UCS, including draft standards

PRICING:

  Basic Package Cost: EDI-Ware EMS and Batch Generator: $1,500

  Additional Charge per EDI Standard: None

  Additional Charge per Transaction Set: $300 per new transaction set for EMS

  Annual Maintenance Fee: EMS: $300; Map: $600

  Maintenance Fee Includes: Software updates, standards updates, hot line

  Training Fee: $115 per hour at the user's facility

  Additional Fees: Offers IBM network mailbox; call for details

  GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
IBM Global Network; AT&T; Sterling COMMERCE:Network; GEIS

VENDOR EXPERIENCE:

Year Company Founded: 1981

Date Package First Available: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 2

Total: 7

MISCELLANEOUS INFORMATION:
Grace Computer also offers consulting services and sells a procrement software system called Total Procurement Management System (TPMS).

Programming Language Used by Package: Visual COBOL

Harbinger Corporation

ADDRESS: 1055 Lenox Park Blvd.
                 Atlanta, GA 30319

CONTACT: EDI Sales

PHONE: (800) 571-4334   **E-MAIL:**

FAX: **WEB SITE:**   http://www.harbinger.com

PRODUCT: TrustedLink Enterprise—UNIX, Windows NT, and MVS EDI translation
                 software
                 TrustedLink EDI/400—OS/400 translation software
                 TrustedLink STX/Mainframe—MVS translation software
                 TrustedLink Commerce—Windows and DOS desktop software
                 TrustedLink STX—Windows and DOS desktop software
                 Harbinger Express—Web-based EDI service, primarily for smaller companies
                 TrustedLink Express—client-server forms-based EC solution
                 TrustedLink Prime Factors—security software for EDI transactions, file transfer,
                 and archived data
                 TrustedLink Templar—secure messaging for EDI and non-EDI data using the
                 Internet

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Recommended IBM compatible PC with a Pentium 75 MHz processor, 40 MB Hard drive, 32
MB RAM, Windows 3.1/Win95/Windows NT, Color monitor recommended
Platform Solutions: AS/400, RS/6000 (AIX), HP 9000 (HP UX), Sun SPARC, OS/400,
Mainframe (MVS and DOS/VSE)

EDI STANDARDS SUPPORTED: X12, TDCC, AIAG, VICS, UCS, WINS, NWDA, EDIFACT,
                                 TRADACOMS, ODETTE, and DoD conventions

PRICING:

  Basic Package Cost: Call for prices

  Additional Charge per EDI Standard: Call for prices

  Additional Charge per Transaction Set: None

  Annual Maintenance Fee: Call for prices

Maintenance Fee Includes: Standards updates, software enhancements, toll-free hot line, set-up fees

Training Fee: Call for prices

Additional Fees: Call for prices

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
GEIS, Sterling COMMERCE:Network, IBM Global Network, AT&T, Kleinschmidt, TranSettlements, Harbinger, CompuServe, BT Tymnet, Infonet, SITA, Internet, Ford, Chrysler, GM, Sprint and others including private VANs

VENDOR EXPERIENCE:

Year Company Founded: 1983

Date Package First Available: Not available

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: 940

MISCELLANEOUS INFORMATION:
Recent 1997 mergers with SupplyTech, Inc. of Ann Arbor, Michigan; Acquion of Greenville, South Carolina; Premenos Corporation of Concord, California; and Atlas Products International of Manchester, England.

Programming Language Used by Package: Not available

IBM Global Services—Network Services

ADDRESS: 3405 West Dr. ML King Jr. Blvd.
Tampa, FL 33607

CONTACT: Del Palmer

PHONE: (800) 455-5056   **E-MAIL:**   globalnetwork@info.ibm.com

FAX: **WEB SITE:**   http://www.ibm.com/globalnetwork

PRODUCT: Data Interchange/MVS with client option
Data Interchange/MVS—CICS with client option
EDI/e—Unix translator
EDI/400—AS/400 platform
EDI/Edge—DOS-based or Windows-based translator

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM mainframe 9370-3090 (MVS/TSO); AS/400; RS/6000; IBM compatible PS/2 with DOS or Windows

EDI STANDARDS SUPPORTED: X12, EDIFACT, TDCC, UCS, AIAG

PRICING:

Basic Package Cost: Data Interchange/MVS: $43,530 primary license or $1,500 monthly license charge
Data Interchange/CICS: $54,860 primary license or $1,890 monthly license
EDI/e: Call for prices
EDI/400: Call for prices
EDI/Edge: Call for prices

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: Data Interchange/MVS: $5,980 for primary license charge only
Data Interchange/CICS: $7,540 for primary license charge only
EDI/Edge: Call for prices

Maintenance Fee Includes: Standards updates

Training Fee: Data Interchange/MVS: $1,515
                    Data Interchange/CICS: $1,515
                    EDI/Edge: Call for prices

Additional Fees: Consulting services

GSA/DoD Schedules or Contracts: None (schedules exist for network services)

NETWORKS DIRECTLY ACCESSED:
Data Interchange Products: IBM Global Network
EDI/Edge: IBM Global Network; access to other EDI VANs requires additional communications
software

VENDOR EXPERIENCE:

Year Company Founded: 1912 (IBM)

Date Package First Available: 1989

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Included in total

Hot Line: Included in total

Total: 150

MISCELLANEOUS INFORMATION:
IBM Global Services offers network services via the IBM Global Network EDI VAN, formerly
Advantis. The Data Interchange EDI translation features are optionally available as part of the
IBM Global Network services. IBM Global Services also offers EDI Web-based forms.

Programming Language Used by Package: Not available

Intercoastal Data Corp

ADDRESS: 129 Bankhead Avenue
Carrollton, GA 30117

CONTACT: Stan Ciesielski

PHONE: (800) 292-8657   **E-MAIL:**

FAX: **WEB SITE:**   http://www.intercoastaldata.com

PRODUCT: FasTran

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible PC with MS-DOS 3.3 or higher (LAN compatible): IBM System 36; AS/400

EDI STANDARDS SUPPORTED: X12, UCS, TDCC, WINS, VICS

PRICING:

Basic Package Cost: PC: $2,575
System 36: $4,700
AS/400: $5,910–$7,910

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: PC: $600; System 36 and AS/400: 15 percent of purchase price; first 3 months included in purchase price

Maintenance Fee Includes: Standards updates, software enhancements, hot line

Training Fee: $500 per day plus expenses on-site; $1,000 per day at vendor site

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
IBM Global Network; GEIS; Sterling COMMERCE:Network; AT&T, Kleinschmidt; Wal-Mart (others upon request)

VENDOR EXPERIENCE:

Year Company Founded: 1972

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 6

Hot Line: 5

Total: 11

MISCELLANEOUS INFORMATION:
Vendor also provides consulting services and trading partner implementation assistance.

Programming Language Used by Package: PC: RPG, Pascal; System 36, AS/400: RPG

LEK Product Marketing Company, Inc.

ADDRESS: 1916 E. 125th Street
Burnsville, MN 55337

CONTACT: Larry Kramer

PHONE: (612) 895-0192   **E-MAIL:**   Larry_Kramer@msn.com

FAX: (612) 895-8427   **WEB SITE:**

PRODUCT: EDIpl Translation Software

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Windows 95; Windows NT, Unix and Unix-equivalent operating systems, including SCO Unix, SCO Xenix, SCO Unixware, XELOS, ALTOS Unix, AIX (RS/6000), HPUS, Sun OS, Sun Solaris

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, WINS, EDIFACT

PRICING:

Basic Package Cost: System integrator's license: $30,000 plus $2,000 per installation
Unix-site license: $9,500 includes first document and functional acknowledgment mapped to application interface; additional $1,000 for asynchronous communications setup

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: License fee of $2,500–$4,500 dependent on document and interface

Annual Maintenance Fee: $2,000 minimum or 20 percent of accumulated license fees

Maintenance Fee Includes: Hot line, standards updates, software enhancements, dial-up problem investigation

Training Fee: Call for prices

Additional Fees: Trading partner specific mapping on a per-item basis

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Network scripts are provided for asynchronous communications VAN interfaces to GEIS, Sterling COMMERCE:Network, and Harbinger. Direct connections and other VANs available.

VENDOR EXPERIENCE:

Year Company Founded: 1985

Date Package First Available: 1988

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION:
LEK provides custom programming services; it also provides applications interfaces for some order entry and accounts receivable systems.

Programming Language Used by Package: C

M.B. Foster Associates Limited

ADDRESS: P.O. Box 580, 50 Water Street
Chesterville, Ontario K0C 1H0

CONTACT: Dawna Whitehead

PHONE: (613) 448-2333   **E-MAIL:**

FAX: **WEB SITE:**

PRODUCT: EDI Windows

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
HP 3000, HP 9000, RS/6000, DEC VAX

EDI STANDARDS SUPPORTED: X12, EDIFACT, TDCC, UCS, WINS

PRICING:

Basic Package Cost: 3,600–$44,550, depending on software module and CPU size

Additional Charge per EDI Standard: Call for prices

Additional Charge per Transaction Set: Call for prices

Annual Maintenance Fee: Call for prices

Maintenance Fee Includes: Hot line, software enhancements, standards upgrades

Training Fee: $5,500 plus travel and living expenses for 5 days at user's facility

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Most major VANs and many private networks

VENDOR EXPERIENCE:

Year Company Founded: 1977

Date Package First Available: 1988

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 2

Hot Line: 2

Total: 6

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C

MPACT Immedia

ADDRESS: 17197 North Laurel Park Drive
Livonia, MI 48152

CONTACT: Michael Peplinski

PHONE: (734) 462-2244 ext. 104   **E-MAIL:**   peplinski.mike@mpactsystems.com

FAX: (734) 462-9294   **WEB SITE:**   http://www.mpactimmedia.com

PRODUCT: MessageWay (includes XWAY or Edikit translators and store-and-forward messaging)
Edikit—programs available for application integrators and resellers

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Tandem Non-Stop Systems

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, and derivative standards

PRICING:

Basic Package Cost: $45,000–$180,000

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: 18 percent of purchase price

Maintenance Fee Includes: Standards updates, toll-free telephone hot line, software enhancements

Training Fee: $300 per day at MPACT facilities

Additional Fees: Many options are available; call for prices

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
GEIS; RAILINC; Kleinschmidt; Sterling COMMERCE:Network; MCI; IBM Global Network; Harbinger; and other major networks

VENDOR EXPERIENCE:

Year Company Founded: Initially founded as Merit Systems, Inc. in 1977

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 45

Hot Line: 10

Total: 55

MISCELLANEOUS INFORMATION:
MPACT Immedia also provides EDI consulting and application integration services; SegWay API and ExpressWay E-MAIL products are available as options. MPACT Immedia supports all major data communications protocols.

Programming Language Used by Package: C, TAL, Pathway, COBOL 85

Neumenon, Inc.

ADDRESS: 44567 Pinetree Drive
Plymouth, MI 48170

CONTACT: John Agno

PHONE: (800) 234-7253   **E-MAIL:**   jagno@neumenon.com
(734) 207-8484

FAX: (734) 207-8474   **WEB SITE:**   http://www.neumenon.com

PRODUCT: Wright EDI
Vanguard EDI
Harbinger (Supply Tech) EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM System 36, AS/400, IBM compatible PC with DOS or Windows 95

EDI STANDARDS SUPPORTED: X12,UN/EDIFACT, AIAG

PRICING:

Basic Package Cost: System 36: $7,500 and higher
AS400: $7,500 and higher
PC: $4,500 and higher
(Basic package includes translator, communications software, and
management reports.)

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: $750 ($3,900 per trading partner)

Annual Maintenance Fee: 20 percent of total current value of package; first 30 days are free

Maintenance Fee Includes: Standards upgrades, software enhancements, telephone support

Training Fee: $1,000 per day

Additional Fees: Neumenon will program custom interfaces for $125 per hour

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
IBM Global Network; GEIS; Kleinschmidt; Sterling COMMERCE:Network; AT&T; GM; Ford; Chrysler; Wal-Mart; Toyota; NUMMI; Mack Truck. (Neumenon will access additional networks as requested; the cost will depend upon the user's requirements.)

VENDOR EXPERIENCE:

Year Company Founded: 1977

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 9

Hot Line: 3

Total: 12

MISCELLANEOUS INFORMATION:
Neumenon's EDI experience is primarily in the automotive industry. However, it also offers manufacturing, distribution, and automotive accounting software products; and it provides consulting services.

Programming Language Used by Package: RPG and Synon (CASE Tool) for midrange computers

PaperFree Systems, Inc.

ADDRESS: 8230 Old Courthouse Road., Suite 300
Vienna, VA 22182

CONTACT: Sales

PHONE: (703) 847-1540   **E-MAIL:**   sales@paperfree.com

FAX: (703) 847-1550   **WEB SITE:**   http://www.paperfree.com

PRODUCT: WinMAP—map development tool
WinRTP—run-time execution engine
EC/EDI Gateway Server—EDI message manager

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
WinMAP: IBM compatible PC with Windows 95,98, or Windows NT
WinRTP: platforms that support Windows 3.x, Windows 95, 98, Windows NT, and Unix
EC/EDI Gateway Server: platforms that support Windows 95, 98, Windows NT, and Unix

EDI STANDARDS SUPPORTED: X12, EDIFACT, HL7, XML, "any to any"

PRICING:

Basic Package Cost: WinMAP: $3,295–$4,295
WinRTP: $1,095–$28,995
EC/EDI Gateway Server: $2,495–$14,995

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: WinMAP: 15 to 20 per cent of license fee
WinRTP: 15 to 20 per cent of license fee
EC/EDI Gateway Server: 15 to 20 per cent of license fee

Maintenance Fee Includes: Software enhancements and standards updates

Training Fee: $3,600–$6,000 per course (3 to 5 days), maximum 4 per class

Additional Fees: EC/EDI consulting on site and map development services; call for quote

GSA/DoD Schedules or Contracts: Federal Supply Service Information Technology Schedule

NETWORKS DIRECTLY ACCESSED:
Network independent.

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 7

Hot Line: 7

Total: 30

MISCELLANEOUS INFORMATION:
Year 2000 compliant; real-time interactive processing with the EC/EDI Gateway Server; ODBC functionality; HIPAA Map tool kit available

Programming Language Used by Package: Visual Basic, C, C++

Piedmont Systems, Inc.[1]

ADDRESS: 2554 Lewisville-Clemmons Rd.
Suite 201
Clemmons, NC 27012

CONTACT: Chuck Cloer

PHONE: (910) 766-5255   **E-MAIL:**

FAX: **WEB SITE:**

PRODUCT: TEL-EDI
EDI Engine—designed to be linked to application systems, but it lacks an application interface

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
TEL-EDI—IBM-compatible PC with MS-DOS, SCO Unix System V, or SCO Xenix
EDI Engine—DOS

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, and all subsets

PRICING:

Basic Package Cost: TEL-EDI: $1,995
EDI Engine: Call for prices

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: TEL-EDI base: $400
TEL-EDI data mapping utility: $300
EDI Engine: Not available

Maintenance Fee Includes: Standards updates, unlimited phone support

Training Fee: TEL-EDI: $600 per day plus expenses

Additional Fees: Data mapping utility is available for $1,690

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[1] An update was unavailable. The information used is from *A Guide to EDI Translation Software, 1996 Edition*.

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
GEIS; MCI EDI*Net; Western Union; Kleinschmidt; IBM Global Network; Sterling COMMERCE:Network

VENDOR EXPERIENCE:

Year Company Founded: 1987

Date Package First Available: TEL-EDI: 1987
EDI Engine: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 2

Hot Line: 2

Total: 5

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: TEL-EDI: BASIC and C
EDI Engine: C

Prospera, Inc.

ADDRESS: Great Valley Corporate Center
20 Valley Stream Parkway, Suite 140
Malvern, PA 19355

CONTACT: Richard Dunbar, President

PHONE: (800) 622-6118   **E-MAIL:**
(610) 644-1231

FAX: **WEB SITE:**

PRODUCT: FrEDI
Visual EDI—Windows-based EDI translator with data mapping utility
ezitrade—Web-based EDI service

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible PC with MS-DOS and Windows, Windows NT, OS/2; LAN compatible

EDI STANDARDS SUPPORTED: X12, UCS, EDIFACT, TRADACOMS

PRICING:

Basic Package Cost: FrEDI: Standalone $495; front-end $2,495
Visual EDI: $3,295
ezitrade: $199 set-up fee + $50 per month usage fee
Special pricing programs are available to government trading partners.

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: FrEDI: Additional transaction sets pre-configured to meet trading partner requirements; government trading partner transaction set modules: $49
Commercial trading partner transaction set modules: $195
Visual EDI: None
ezitrade: None

Annual Maintenance Fee: FrEDI: 20 percent of software price
Visual EDI: 20 percent of software price
ezitrade: None

Maintenance Fee Includes: 24 hour toll-free hot line, standards updates, software enhancements

Training Fee: FrEDI: No charge for installation via telephone; prices for installation and training at the user's facility varies by location
Visual EDI: $1,500 for 2-day or $1,950 for 3-day product training at Prospera's facility

Additional Fees: Custom programming and consulting

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Prospera remarkets IBM Global Network and MCI EDI VAN services, providing full support; will provide connectivity to other VANs upon request; and uses DATAMATIX, Inc. for bid profiling and network services for select government procurement initiatives.

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 10

Hot Line: 9

Total: 29

MISCELLANEOUS INFORMATION:
Prospera offers additional services including consulting, application integration assistance, and network design and installation.

Programming Language Used by Package: C

Radley Corporation

ADDRESS: 23077 Greenfield Suite 440
Southfield, MI 48075

CONTACT: Will Soutar

PHONE: (248) 559-6858   **E-MAIL:**   wsoutar@radley.com

FAX: **WEB SITE:**

PRODUCT: Radley-EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Windows 95 and NT; Sun; Unisys; DEC VAX/VMS and Alpha (OpenVMS and OSF/1); HP 9000 (UX); IBM RS/6000 (AIX); Data General Aviion (UX); platforms using SCO Unix and Xenix; call for others

EDI STANDARDS SUPPORTED: X12, TDCC, VICS, WINS, UCS, AIAG, EDIFACT, ODETTE, TRADACOMS

PRICING:

Basic Package Cost: $5,000–$50,000, depending on hardware platform

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: Minimum $850, based on CPU

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: $1,500 per day plus expenses

Additional Fees: $600 to set up a trading partner and its transaction sets

GSA/DoD Schedules or Contracts: GS00K95AGS2013

NETWORKS DIRECTLY ACCESSED:
GEIS; IBM Global Network; Sterling COMMERCE:Network; Kleinschmidt; MCI EDI*Net; and others

VENDOR EXPERIENCE:

Year Company Founded: 1980

Date Package First Available: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 20

Hot Line: 10

Total: 65 (total employed)

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C, DBL Synergy

RMS Electronic Commerce Systems

ADDRESS: 19500 Victor Parkway, Suite 375
Livonia, MI 48152

CONTACT: Don Hogan (OmniTrans)
VLT Marketing (VLT)

PHONE: (734) 462-1200   **E-MAIL:**

FAX: (734) 462-1628   **WEB SITE:**   http://rmsecs.com

PRODUCT: OmniTrans

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Windows NT, Windows 95, Windows 3.11; Unix-based systems with HP UX, AIX, Solaris, SCO, and DEC Alpha Unix

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, EDIFACT, Tradacoms

PRICING:

Basic Package Cost: Production Translator:
    Unix: $5,000 (license price per concurrent translator)
    NT: $2,900 (license price per concurrent translator)
    Other Windows: $2,900
Above prices include translator, communications scheduler, and administrative subsystem; includes choice of one supported standard; volume and VAR pricing available

    Transaction Modeler Workbench:
    Unix: $11,900
    NT: $4,400
    Other Windows: $4,400 (not available on Windows 3.11)
Above prices are per developer seat and include the mapping and testing facility; volume and VAR pricing available

Additional Charge per EDI Standard: Unix: $2,000
NT: $1,500
Other Windows: $1,500

Additional Charge per Transaction Set: None

Annual Maintenance Fee: Unix, NT, Other Windows: 20 percent of license value (includes help desk support)
Unix, NT, Other Windows: 7.5 percent of license value (excludes help desk support)
Call for 7x24 support pricing

Maintenance Fee Includes: Help desk support, standards updates, software enhancements

Training Fee: OmniTrans Modeling (mapping): $2,400 per student for four day classroom training at vendor facility

Additional Fees: Implementation services available

GSA/DoD Schedules or Contracts: None; call for list of RMS value-added resellers

NETWORKS DIRECTLY ACCESSED:
All major EDI VANs, Internet

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available: 1992

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 12

Hot Line: 8

Total: 32

MISCELLANEOUS INFORMATION:
OmniTrans mapper provides capability to map data between any source and target formats that can be defined. OmniTrans also accommodates batch, event-driven, and interactive processing requirements

Programming Language Used by Package: OmniTrans: C
VLT: COBOL

S2 Systems, Inc.

ADDRESS: 15301 Dallas Parkway, Suite 600
Dallas, TX 75248

CONTACT: Charles Nichols

PHONE: (800) 527-4131   **E-MAIL:**
(770) 551-2551

FAX: (972) 458-3876   **WEB SITE:** http://www.s2systems.com

PRODUCT: NetX:EDI: EDI translator that includes any-to-any mapping capability (can be integrated with Network Express)
Network Express: intelligent messaging and middleware gateway that provides a protocol generic programming environment to developers (provides generic connectivity to X.25, SNA, TCP/IP, Bisync, Async, and others.

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM RS/6000 AIX 3.2.5 or higher; HP9000 HPUX 10.20 or higher; Starus VOS RISC 11.7 or higher; Stratus VOS PA-RISC 13.2 or higher

EDI STANDARDS SUPPORTED: EDIFACT, EANCOM, EDIFICE, X12, ODETTE, HCFA (NSF and UB92), HL7, Tradacoms

PRICING:

Basic Package Cost: Call for pricing

Additional Charge per EDI Standard: $750

Additional Charge per Transaction Set: None

Annual Maintenance Fee: 18 percent of server list price

Maintenance Fee Includes: 7x24 customer support, software enhancements

Training Fee: Call for pricing

Additional Fees: Call for pricing

GSA/DoD Schedules or Contracts: Call for GSA contract#

NETWORKS DIRECTLY ACCESSED:
All VANs

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available: Network Express: 1982
NetX:EDI: 1994

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 70

Hot Line: 15

Total: 190

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C (server), C++ (client)

SoftCare Electronic Commerce Inc.

ADDRESS: 981 West 1st Street
North Vancouver, V7P 3N4
Canada

CONTACT: Martyn Armstrong

PHONE: (604) 983-8083   **E-MAIL:**

FAX: **WEB SITE:**

PRODUCT: TradeLink EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible PC 386 or higher with MS-DOS; multiple Unix platforms including Altos System V/386, AT&T 3B2, Data General Aviion (SVR4), DEC Alpha (OSF/1), HP 9000, NCR Tower 32/200, Pyramid Targon, SCO Xenix, Tandem FT Series SVR3 and SVR4, Windows NT

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, VICS, WINS, EDIFACT

PRICING:

Basic Package Cost: $2,800–$20,000, depending on hardware platform; volume pricing available

Additional Charge per EDI Standard: Included in maintenance fee

Additional Charge per Transaction Set: Included in maintenance fee

Annual Maintenance Fee: 15 percent of purchase price

Maintenance Fee Includes: Software enhancements, standards updates

Training Fee: $2,000 for 2 days and two students; classroom instruction and custom training are also available

Additional Fees: EDI consulting available at $125 per hour; programming and technical assistance available at $95 per hour

GSA/DoD Schedules or Contracts: Contact TRW Systems Integration Group in Fairfax, VA

NETWORKS DIRECTLY ACCESSED:
Most major networks

VENDOR EXPERIENCE:

Year Company Founded: 1989

Date Package First Available: 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 12

Hot Line: 1

Total: 20

MISCELLANEOUS INFORMATION:
Product supports Internet, X.25, X.400, X.435, and X.500; X12.58 security support available for financial EDI transactions; X5.09 for general security. SoftCare's EDI Messaging Alliance Partners include BCTEL, TRW, and Tandem Computers.

Programming Language Used by Package: TAOS 4GL Object Oriented

St. Paul Software

ADDRESS: 1450 Energy Park Drive
St. Paul, MN 55108

CONTACT: Sales

PHONE: 1-800-998-4EDI (sales)   **E-MAIL:**   info@stpaulsoftware.com
(612) 603-4400 (general)

FAX: (612) 603-4403   **WEB SITE:**   http://www.stpaulsoftware.com

PRODUCT: Envision for Unix and Windows NT
EDI Management System for PC
EDI Management System for MVS
EDI Management System for HP and DEC

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Envision for Unix and Windows NT—All major implementations of Unix on a Windows 95 or Windows NT workstation; Windows NT Server with Windows 95 or NT workstation
EDI Management System for PC—IBM compatible PC with Windows 3.1 or higher
EDI Management System for MVS—IBM MVS with MVS XA or ESA
EDI Management System for HP and DEC—HP3000 with 9xx operating system; DEC with VMS or Open VMS

EDI STANDARDS SUPPORTED: All major standards and subsets including X12, EDIFACT, CALS, HEDIC, TDCC, AIAG, UCS, VICS, and WINS

PRICING:

Basic Package Cost: Envision for Unix and Windows NT: $13,000 and higher
EDI Management System for PC: $3,000 and higher
EDI Management System for MVS: $36,000 and higher
EDI Management System for HP and DEC: $20,000 and higher

Additional Charge per EDI Standard: One is included with annual maintenance; additional standards are $500 each.

Additional Charge per Transaction Set: $100

Annual Maintenance Fee: 18 percent of the current license fee

Maintenance Fee Includes: Hotline support, new releases, and one additional EDI standard version per renewal period

Training Fee: $599 at St. Paul Software location; $1,300 per day plus travel and living expenses for on-site training.

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
All major networks

VENDOR EXPERIENCE:

Year Company Founded: 1981

Date Package First Available: Envision for Unix and Windows NT: 1997 (original Unix product released in 1989)
EDI Management System for PC: 1993
EDI Management System for MVS: 1985
EDI Management System for HP and DEC: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 20

Hot Line: 15

Total: 60

MISCELLANEOUS INFORMATION:
St. Paul Software also has an electronic commerce (EC) Center that offers EDI to fax capability, fax to EDI capability, application to EDI, EDI to application, manual processing, and WEB EC. The EC Center supports companies that need to enable their trading partners and companies that need to outsource EDI processes.

Programming Language Used by Package: Not available

Sterling Software, Federal Electronic Commerce Division

ADDRESS: 4600 Lakehurst Court
P.O. Box 8000
Dublin, OH 43016-2000

CONTACT: Kimba Vasquez, Senior Director, Government Sales & Indirect Channels

PHONE: (800) 299-4041   **E-MAIL:**
(703) 264-8097

FAX: (614) 793-7092   **WEB SITE:**   www.sterlingcommerce.com

PRODUCT: GENTRAN:Basic for MVS and DOS/VSE
GENTRAN:Plus for MVS/VSE—translation, communications, and mailbox management for IBM MVS and DOS/VSE mainframes allowing simultaneous communication sessions
GENTRAN: Director for Windows—Windows-based translation and communications for IBM PCs and compatibles
GENTRAN: Integrator—software developer's kit for GENTRAN: Director
GENTRAN: Server for Windows NT—distributed EC messaging for Windows NT
GENTRAN: Smartforms for Windows—scalable EC and EDI in a Windows environment using a direct connection
GENTRAN: Smartforms for the Web—EC and EDI using the World Wide Web
GENTRAN: Server EC Workbench for UNIX—EC messaging server that manages business messages at the enterprise level
GENTRAN: Server for UNIX—data transformation and management solution for UNIX and Windows-based hosts
GENTRAN: Server with Web Suite—includes electronic forms, links to integrated catalogs, and automated file transfer using the WWW
GENTRAN: Dataguard—companion to GENTRAN: Server for UNIX and MVS mainframs that provides security, authentication, and encryption
GENTRAN: Server for AS/400—EC messaging server for IBM AS/400 computers that manages business messages at the enterprise level
GENTRAN: Viewpoint for AS/400—companion product to GENTRAN: Server for AS/400 that provides tracking of document activity end-to-end
GENTRAN: Realtime for MVS—real-time, on-line EC translation, mapping, and EDI management functions

GENTRAN: Viewpoint for MVS—companion product for MVS/VSE maingrames that provides document tracking and exception handlings.
GENTRAN: Structure for MVS—companion product for MVS mainframes that defines and supports fixed-format standards

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Windows 3.x, 95, and NT; UNIX; AS/400; mainframe (MVS, DOS/VSE); WWW

EDI STANDARDS SUPPORTED: X12, TDCC, AIAG, VICS, UCS, WINS, EAGLE, NWDA, EDIFACT, TRADACOMS, ODETTE, and others.

PRICING:

Basic Package Cost: Call for pricing

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: Call for prices

Maintenance Fee Includes: Standards updates, hot line, software enhancements

Training Fee: Call for prices

Additional Fees: Product training and implementation services are available. Call for prices.

GSA/DoD Schedules or Contracts: Most of the translation software packages are available through the GSA schedules, FDC Technologies, and Oracle Federal. Call Sterling Software for the contract type and the schedule or contract number.

NETWORKS DIRECTLY ACCESSED:
All major international networks including Sterling's COMMERCE:Network

VENDOR EXPERIENCE:

Year Company Founded: 1968

Date Package First Available: Year EDI Service First Available: 1976
Year EDI Software First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

   Technical Staff: N/A

   Hot Line: N/A

   Total: Over 1,700 worldwide

MISCELLANEOUS INFORMATION:
Sterling Software offers many other EDI support products including EDI VAN services; call for details.

   Programming Language Used by Package: Not available

Telecom Finland Ltd, Telemedia

ADDRESS: P.O. Box 140
                 00511 Helsinki, Finland

CONTACT: Pasi Nikulainen

PHONE: +358 2040 2514   **E-MAIL:**   pasi.nikulainen@Tele.telebox.fi

FAX: +358 2040 2004   **WEB SITE:**

PRODUCT: EDISERVER

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Unix

EDI STANDARDS SUPPORTED: EDIFACT, GTDI, X12, and all subsets

PRICING:

Basic Package Cost: US $20,000

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: US $4,000

Maintenance Fee Includes: Hot line and software updates

Training Fee: Approximately US $1,500 per day

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Via TCP/IP FTP, OFTP or X.400: any VAN specific interfaces on request or from third parties.

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 7

Hot Line: 4

Total: 15

MISCELLANEOUS INFORMATION:
EDISERVER is a Corporate EDI Gateway with integrated X.400, TCP/IP/Internet and OFTP communications and event driven transaction routing

Programming Language Used by Package: C and the internal 4GL EDI language called TCL (Translator Control Language).

Trinary Systems, Inc.

ADDRESS: 38345 West Ten Mile Road, Suite 330
Farmington Hills, MI 48335

CONTACT: Doris Koosis

PHONE: (248) 442-8540   **E-MAIL:**   edi@trinary.com

FAX: **WEB SITE:**   http://www.trinary.com

PRODUCT: EDI WINDOWS

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Windows NT; HP 3000 (MPE/IX); HP 9000 (UX); DEC VAX (VMS), Alpha/OpenVMS; Digital
Unix (OSF1); RS/6000 (AIX); SCO (Unix)

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, VCS, WINS, UCS

PRICING:

Basic Package Cost: Call for prices; license price based on 6 price groups, ranging from
$8,400 to $32,400 depending on CPU

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: First year free; subsequent years are 16.6 percent of license fee

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: $4,000 plus expenses for 4 days at the user's facility with a maximum of 8
students; $2,000 for 4 days at Trinary's site for one or two students

Additional Fees: Implementation services and third-party communications software

GSA/DoD Schedules or Contracts: GSA Schedule E pending

NETWORKS DIRECTLY ACCESSED:
AT&T; MCI; GEIS; Harbinger; Sterling COMMERCE:Network; RAILINC; IBM Global
Network; Telecom Canada; and others

VENDOR EXPERIENCE:

Year Company Founded: 1985

Date Package First Available: 1989

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 14 (6 in integration services, 8 in research and development)

Hot Line: 4

Total: 26

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C, MicroFocus COBOL

TSI International

ADDRESS: 45 Danbury Road
P) O. Box 840
Wilton, CT 06897-0840

CONTACT: Tom Noonan
Ron Antini

PHONE: (800) 999-7768   **E-MAIL:**
(203) 761-8600

FAX: **WEB SITE:**

PRODUCT: Trading Partner PC—EDI translator for Windows-based platforms
Trading Partner—mainframe EDI translator
Mercator—any-to-any data mapping utility

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM compatible 386 or higher with Windows; IBM compatible 486 recommended for Mercator;
IBM compatible MVS mainframes with CICS

EDI STANDARDS SUPPORTED: X12, EDIFACT, TDCC, VICS, WINS, UCS, TDI

PRICING:

Basic Package Cost: Trading Partner PC: Prices begin at $1495.
Mainframe Products: Call for prices; varies by platform and options.
Mercator: $3750

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: First year included in purchase price
Trading Partner PC: $600
Mainframe Products: call for prices.
Mercator: $750

Maintenance Fee Includes: 24-hour hot line, software enhancements, standards updates,
bulletin board

Training Fee: Trading Partner PC: included in purchase price
Mercator: $750 for two days at a TSI site

Additional Fees: Call for prices

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
GEIS, IBM Global Network, Sterling COMMERCE:Network, MCI, Kleinschmidt, RAILINC, TranSettlements, AT&T EasyLink, Sprint, and others using a separate communications module

VENDOR EXPERIENCE:

Year Company Founded: 1967

Date Package First Available: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 35

Hot Line: 15

Total: 45

MISCELLANEOUS INFORMATION:
TSI offers consulting, programming, and education services.

Programming Language Used by Package: COBOL, C, Assembler

Universal Systems Integration

ADDRESS: 15711 Condon Avenue, Unit A-5
                Lawndale, CA 90260

CONTACT: George Underdahl
                Steve Kirschner

PHONE: (310) 643-8893   **E-MAIL:**

FAX: **WEB SITE:**

PRODUCT: AutoEDI/VMS—VAX/VMS translator
                AutoBridge/VMS—VAX/VMS application interface to/from EDI (data bridge)
                AutoEDI/PC—PC-based translator
                AutoBridge/PC—PC based application interface to/from EDI (data bridge)

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
DEC VAX/VMS; IBM compatible PC with MS-DOS

EDI STANDARDS SUPPORTED: X12, EDIFACT, VICS

PRICING:

Basic Package Cost: AutoEDI/VMS Order Entry, AutoBridge, AutoASN: $36,000
                        AutoBridge/VMS: $12,000
                        AutoEDI/PC: $4,000
                        AutoBridge/PC: $2,500

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: $200–$5,000 depending on product

Maintenance Fee Includes: Hot line, software enhancements, standards updates, modem
                               support

Training Fee: $500 per day at user's facility plus travel and living expenses

Additional Fees: Product customization is available

GSA/DoD Schedules or Contracts: In process

NETWORKS DIRECTLY ACCESSED:
GEIS; IBM Global Network; CompuServe; MCI EDI*Net; Sterling COMMERCE:Network; AT&T

VENDOR EXPERIENCE:

Year Company Founded: 1986

Date Package First Available: 1992

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 2

Hot Line: 2

Total: 4

MISCELLANEOUS INFORMATION:
Universal Systems offers its own EDI VAN, EDINET, to translation software users.

Programming Language Used by Package: Not available

Userbase Systems, Inc.

ADDRESS: 10319 Technology Dr., Suite 6
Knoxville, TN 37932

CONTACT: Jenny Ball

PHONE: (423) 671-0775   **E-MAIL:**

FAX: **WEB SITE:**

PRODUCT: EDI*Port

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Unix platforms using uniVerse or unidata RDMS on IBM RS/6000, HP9000, DG Aviion, and
PCs with SCO Unix; Intel-based PCs using NT and uvNT from VMARK Software, Inc.

EDI STANDARDS SUPPORTED: X12, EDIFACT, AIAG, WINS, VICS

PRICING:

Basic Package Cost: $20,000 (includes all transaction sets and communications software)

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: $3,600

Maintenance Fee Includes: Standards updates, software enhancements, hot line

Training Fee: Two days included at no cost at Userbase's facility; if at user's facility,
travel and living expenses; additional training is $1,000 per day plus travel
and living expenses

Additional Fees: Consulting services

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
All major networks

VENDOR EXPERIENCE:

Year Company Founded:　　　1985

Date Package First Available:　1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff:　　4

Hot Line:　　　　3

Total:　　　　　7

MISCELLANEOUS INFORMATION:
Product was first made available to the public in January 1991.

Programming Language Used by Package:　BASIC, and C

Appendix D
EDI Translation Software Functions and Features

Table D-1 lists 52 functions and features that can included in an EDI translation software package for different operating environments: stand-alone microcomputer, front-end microcomputer, mini-computer, or mainframe. Those operating environments stem from an analysis of the Department of Defense's 152 largest continental U.S. shipping activities that generate government bills of lading. The entries in the table indicate whether the function or feature is mandatory (M) or optional (O) in the software package. Each function and feature is defined in Appendix G.

Table D-1. EDI Translation Software Requirements

	Operating environment		
Function/feature	Stand-alone	Front-end	Minicomputer/ mainframe
Communications			
Communications Software	M	M	M
Transaction Set Consolidation Routines	M	M	M
Multiple Communications Interface	O	O	O
Multiple Communications Protocol Support	O	O	M
Network Identification Table	M	M	M
Unattended Operations Capability	M	M	M
Systems Utilities			
Automatic Recovery/Restart Capability	M	M	M
Installation Routines	M	M	O
System Interface Routines			
Application System Interface	M	M	M
Conditional Data Mapping Capability	O	O	O
Data Input Screens	M	O	O
Input Editing	M	O	O
User-Defined Print Output	M	O	O
User-Definable System Interface	O	O	O
User-Defined Data Input Screens	O	O	O

TableD-1. EDI Translation Software Requirements (Continued)

Function/feature	Operating environment		
	Stand-alone	Front-end	Minicomputer/ mainframe
Customized Operations Routines			
Automatic Functional Acknowledgment Generation	M	M	M
Code Cross-Reference Capability	O	O	O
Data Element Delimiter Table	M	M	M
Functional Acknowledgment Capability	M	M	M
Multiple Header Support	M	M	M
Segment Terminator Table	M	M	M
Trading Partner Profile	O	M	M
Transaction Set Sequential Numbering	M	M	M
Version Support Table	M	M	M
Editing			
Automatic Error Notification	M	M	O
Character Conversion Capability[a]	O	O	O
Inbound Standards Compliance Editing	M	M	M
Internal Codes Duplication Routine	M	O	O
Outbound Standards Compliance Editing	M	M	M
Transaction Set Correction Capability	M	O	O
System Maintenance Routines			
Automated Purging	M	M	M[b]
Expandability	M	M	M
Maintenance Support	M	M	M
Table-Driven Software Structure	M	M	M
Transaction Set Archiving	M	M	M
Version Support	M	M	M
Reports			
Error Reports	M	M	M
Functional Acknowledgment Reconciliation	M	M	M
Inbound Transaction Set Reporting	M	M	M
Outbound Transaction Set Reporting	M	M	M
Transmitted Characters	O	O	O
User-Defined Management Reports	O	O	O

[a] Pertinent only to those sites that use point-to-point communications with one or more trading partners.

TableD-1. EDI Translation Software Requirements (Continued)

Function/feature	Operating environment		
	Stand-alone	Front-end	Minicomputer/ mainframe
Support			
Help Screens	O	O	O
Technical Documentation	M	M	M
Training[b]	M	M	M
Tutorial Package	O	O	O
User Documentation	M	M	M
User Support (Hot Lines)	M	M	M
Miscellaneous			
Compatibility with Encryption and Authentication Package[c]	O	O	O
Multiple Users	O	O	O
Selective Accessibility	M	M	O
System Entry Security	M	M	O

[b] Software packages require either training or help screens and a tutorial package.

[c] When the requirements for this feature are fully defined, we expect that it will be mandatory for all operating environments.

Appendix E
Selecting EDI Translation Software

This appendix provides an overview of how the guide can be used to aid in the selection of EDI translation software for federal government and Department of Defense sites. The following step-by-step procedure for selecting EDI translation software for a particular site is provided:

◆ Identify the site's EDI data processing requirements, including the application system that will be integrated with the EDI translation software.

◆ Identify the hardware and corresponding operating system that will contain the EDI software. Categorize the hardware as microcomputer, minicomputer, or mainframe and determine the EDI translation software requirements for a specific site.

◆ Use the information in Appendix B to identify vendors that sell software for the desired hardware environment (microcomputer, minicomputer, or mainframe) and operating system (Unix, Windows, or Windows NT).

◆ Use the information in Appendix C to review the software product offerings and descriptions of vendors identified in the previous step. Identify the vendor products that offer EDI translation software for the required hardware and operating system.

◆ Use the information in Appendix D to identify the functions and features that the EDI translation software package requires for a specific operating environment. Determine if the products reviewed in the previous step satisfy the site's major EDI translation software requirements by questioning the vendors' sales representatives.

In most cases, more than one product will meet a site's requirements. We suggest that site personnel request product literature from those vendors and, if procurement rules permit, request that they demonstrate their products. Before purchasing a particular product, we recommend that every site test an evaluation copy on the system that will operate it.

Appendix F
EDI Support and Procurement Software

This appendix provides detailed information on EDI support products as well as information on EDI products developed to satisfy federal and Department of Defense (DoD) procurement programs. For each vendor, the information includes the hardware operating environment, product pricing, and availability on the General Services Administration (GSA) schedule or DoD procurement contracts.

The APL Group, Inc.

ADDRESS: 644 Danbury Road
Wilton, CT 06897

CONTACT: Sales Department

PHONE: (800) 828-0770   **E-MAIL:**

FAX: (203) 762-2108   **WEB SITE:**   http://www.compnet.com

PRODUCT: BidSite: Web-based government certified VAN service
VendorSite: Web-based EC application for supply chain management

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Server: Sun/Solaris, Windows NT
Client: PC with internet access and Web browser

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost: BidSite: onetime sign-up fee: $195
                               monthly subscription fee: $80
               VendorSite: Call for pricing

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: Included in basic package cost

Maintenance Fee Includes: Toll-free 7x24 hot line, software enhancements, standards
updates, and all required transaction sets

Training Fee: $500 per day plus travel and expenses at the user's facility

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Internet; future interconnects to EDI VANs

VENDOR EXPERIENCE:

Year Company Founded: 1983

Date Package First Available: BidSite: 1996
                                     VendorSite: 1998

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 17

Hot Line: 8

Total: 25

MISCELLANEOUS INFORMATION:
APL Group offers EDI software for both Federal Government and commercial customers. APL Group also offers EDI consulting services including strategic planning, management briefings, systems integration, project management, management briefings, and on-site electronic commerce courses.

Programming Language Used by Package: APL, C, Assembly

Comm-Press, Inc.

ADDRESS:　　2401 Gateway Drive, Suite 109
　　　　　　　　Irving, TX 75063

CONTACT:　　Gene Lucas

PHONE:　　(214) 550-7694)　　　　**E-MAIL:**

FAX:　　(214) 550-7682　　　　　**WEB SITE:**

PRODUCT:　　Comm-Press—adds X12.58 security control structures to EDI formatted messages

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Apple Macintosh; IBM-compatible PC with DOS or Windows; AS/400; AIX; HPUX; OSF-1;
DEC VMS; NCR; OS/2; MVS, VM, VSE

EDI STANDARDS SUPPORTED:　　　　X12

PRICING:

Basic Package Cost:　　PC single copy to unlimited licenses: $150–$10,000
　　　　　　　　　　　　Midrange single copy to unlimited licenses: $2,500–$30,000
　　　　　　　　　　　　Mainframe single copy to unlimited licenses: $10,000–$50,000

Additional Charge per EDI Standard:　　Not applicable

Additional Charge per Transaction Set:　　Not applicable

Annual Maintenance Fee:　　15 per cent of product cost

Maintenance Fee Includes:　　24 hour support and upgrades

Training Fee:　　None

Additional Fees:　　None

GSA/DoD Schedules or Contracts:　　None

NETWORKS DIRECTLY ACCESSED:
IBM Global Network; AT&T; GEIS; Sterling COMMERCE:Network; and all major networks
that support X12.58

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 4

Hot Line: 4

Total: 10

MISCELLANEOUS INFORMATION:
Encryption, authentication, and digital signatures using DES and RSA available beginning with ASC X12 version 3051.

Programming Language Used by Package: Workstations: C
                                            Mainframe: Assembler

CommercePath

ADDRESS: 15575 SW Sequoia Parkway Suite 180
                 Portland, OR 97224

CONTACT: Dale Paulin

PHONE: (800) 600-4329   **E-MAIL:**
                 (503) 968-9690

FAX: (503) 968-9601   **WEB SITE:**   http://www.commercepath.com

PRODUCT: EDI Interpoint—EDI-to-fax module that uses Sterling Commerce GENTRAN
                 technology. Receives EDI messages from any existing translator, converts them to
                 fax, and transmits them to non-EDI capable trading partners' fax machines.

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Windows NT

EDI STANDARDS SUPPORTED: X12, EDIFACT, Tradacoms, TDCC, UCS, ODETTE

PRICING:

Basic Package Cost: $20,000 (includes hardware and software)

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: Hardware and software support depends on the level of service
                             provided; call for prices

Maintenance Fee Includes: Software: Technical support, software enhancements, upgrades,
                               and software fixes
                               Hardware: Service to and/or replacement of the monitor,
                               keyboard, CPU, and all internal components

Training Fee: $1,800 per day plus travel expenses at user's facility

Additional Fees: EDI-to-fax mapping—call for quote (average cost is $2,400)

GSA/DoD Schedules or Contracts: GSA #GS-35F-4688G

NETWORKS DIRECTLY ACCESSED:
Not applicable

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: January 1998

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 2

Hot Line: 8

Total: 10

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: Not available

Compusearch Software Systems

ADDRESS: 7926 Jones Branch Drive
Suite 260
McLean, VA 22102

CONTACT: Jay Hakansson

PHONE: (703) 893-7200   **E-MAIL:**   jay@compusearch.com

FAX: (703) 893-7499   **WEB SITE:**   http://www.compusearch.com

PRODUCT: PRISM—turnkey procurement package primarily for Federal Government users that initiates requests for quotes and purchase orders, and allows users to receive bids electronically; includes WWW requisitioning module
EC Client—data converter that prepares procurement files for EC/EDI transmission (e.g. FACNET)
FARA research—federal acquisition regulation research and document assembly

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM-compatible PC with Windows 3.1 or higher, Windows 95, or Windows NT

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost: PRISM (single user): $7, 974
PRISM (5 users): $19, 942
EC Client: (single user): $5,984
FARA research (single user): $598
FARA research and document assembly (single user): $7,494

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: PRISM (single user): $1,982
PRISM (LAN—5 users): $4,585
EC Client: (single user): $1,078
FARA research (single user): $136
FARA research and document assembly (single user): $1,349

Maintenance Fee Includes: Hot line, software enhancements

Training Fee: $177 per day per student plus travel expenses

Additional Fees: None

GSA/DoD Schedules or Contracts: GSA #GS-35F20117D

NETWORKS DIRECTLY ACCESSED:
All major EDI VANs; World Wide Web

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1984

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 12

Hot Line: 5

Total: 39

MISCELLANEOUS INFORMATION:
Compusearch specializes in automating federal procurement offices, using traditional communications as well as the WWW. Its products are used by 12 of the 14 federal government cabinets.

Programming Language Used by Package: Not available

EC Web Technologies

ADDRESS: 7926 Jones Branch Drive
Suite 260
McLean, VA 22102

CONTACT: Jay Hakansson

PHONE: (703) 893-8050   **E-MAIL:**   c_treptow@compusearch.com

FAX: (703) 893-7499   **WEB SITE:**   http://www.ecweb.net

PRODUCT: ecweb.net—Web-based alternative to FACNET that provides a central marketplace for agencies to post solicitations; vendors can use WWW browsers to place bids

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM-compatible PC with internet access and WWW browser

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost: Agency: $5,000 set-up fee
$750 per month for unlimited transactions

                          Vendor: $50 set-up fee
$120-$250 per year
$29.95 for 90 day trial

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: None

Maintenance Fee Includes: N/A

Training Fee: Not available

Additional Fees: None

GSA/DoD Schedules or Contracts: GSA GS-35F2017D

NETWORKS DIRECTLY ACCESSED:
World Wide Web

VENDOR EXPERIENCE:

Year Company Founded: 1997

Date Package First Available: 1997

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 6

Hot Line: 5

Total: 15

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: Not available

EDI Systems, Inc.

ADDRESS: 2909 Sunset Road
Charlotte, NC 28216-7605

CONTACT: Billy Davis

PHONE: (704) 398-1528   **E-MAIL:**

FAX: (704) 393-8820   **WEB SITE:**

PRODUCT: EDI Assistant—on-line ASC X12 standards with print and search capabilities, cross-referencing, and statistical information

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM-compatible 386 or higher, VGA or higher, Windows 3.1, 8 MB RAM, hard drive with 1 to 3 MB free space for each X12 version

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost: Single user: $150
Multiple user/multiple version: Discounts available
LAN/WAN: Call for prices

Additional Charge per EDI Standard: Single user: $75
Multiple user/multiple version: Discounts available
LAN/WAN: Call for prices

Additional Charge per Transaction Set: Not applicable

Annual Maintenance Fee: Not available

Maintenance Fee Includes: Not available

Training Fee: Not needed

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Not applicable

VENDOR EXPERIENCE:

Year Company Founded: 1993

Date Package First Available: 1995

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION:
Free demo can be requested by faxing name and address.

Programming Language Used by Package: C++

EDIFECS Corporation

ADDRESS: 700 NW Gilman Blvd E103
Issaquah, WA 98027-5335

CONTACT: Sales Department

PHONE: (425) 392-9353   **E-MAIL:**   Sales@edifecs.com

FAX: (425) 313-5890   **WEB SITE:**   http://www.edifecs.com

PRODUCT: EDI Browser: software to reference EDI standards online in a Windows 95 Explorer format.
SpecBuilder Suite: suite of software tools to build, manage and print EDI implementation guidelines, reference standards, generate test data and perform compliance checking.
EDI Manager Suite: includes Mediate software module plus contains all features found in SpecBuilder Suite and EDI Browser. Mediate is an EDI project management system with a full functional contact management system.

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Windows 3.1, Windows 95, and Windows NT

EDI STANDARDS SUPPORTED: X12, EDIFACT, UCS

PRICING:

Basic Package Cost: EDI Browser: $500 (for a 1 user license)
SpecBuilder Suite: Call for Pricing
EDI Manager Suite: Call for Pricing

Additional Charge per EDI Standard: Not applicable

Additional Charge per Transaction Set: Not applicable

Annual Maintenance Fee: EDI Browser: $250.00 (for a 1 user license)
SpecBuilder Suite: 15 percent of pre-discounted software cost (first year included in purchase price)
EDI Manager Suite: 15 percent of pre-discounted software cost (first year included in purchase price)

Maintenance Fee Includes: Technical Support, software enhancements, standards updates, and client listserver

Training Fee: Not applicable

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Not applicable

VENDOR EXPERIENCE:

Year Company Founded: 1996

Date Package First Available: 1996

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 20

Hot Line: 6

Total: 25

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: Not available

Foresight Corporation

ADDRESS: 6543-E Commerce Parkway
Dublin, OH 43017

CONTACT: Lu Yarbrough III

PHONE: (614) 791-1600   **E-MAIL:**

FAX: (614) 791-1609   **WEB SITE:**

PRODUCT: EDISIM—EDI productivity tools that support any hardware and software EDI platform

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM-compatible 386 or higher with Windows 3.1

EDI STANDARDS SUPPORTED: X12, EDIFACT, TDCC, UCS, WINS, VICS

PRICING:

Basic Package Cost: $16,500 (5 developer stations)

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: 15 percent of product price after first year

Maintenance Fee Includes: Toll-free hot line, standards updates, product updates

Training Fee: Tutorials and telephone walkthrough included in purchase price

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Not applicable

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 15

Hot Line: 5

Total: 39

MISCELLANEOUS INFORMATION:
EDISIM functions with any EDI translator and analyzes transactions for conformance with a specific trading partner specification and the EDI standards. It generates EDI test data and example data, allows user customization of EDI specifications, prepares implementation guideline documents, and provides an on-line EDI standards reference.

Programming Language Used by Package: C++

Loren Data Corp.

ADDRESS: 4640 Admiralty Way, Suite 430
Marina del Rey CA 90292

CONTACT: Gary Koepnick

PHONE: (800) 745-6736   **E-MAIL:**   gkoepnick@LD.com
(310) 827-7400

FAX: **WEB SITE:**   http://www.ld.com

PRODUCT: World-Wide EDI(SM)—Web browser-based, FACNET-certified, value-added service for conducting EC/EDI with the Government. Includes proactive searching, document management, and global access over the Internet.

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Any computer compatible with Netscape Communicator

EDI STANDARDS SUPPORTED: All Federal Government certified standards

PRICING:

Basic Package Cost: $65/month flat fee per user, unlimited usage and transactions; no other charges

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: None

Maintenance Fee Includes: None

Training Fee: None

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
FACNET, DLA/DAASC, WALWEB, GSA (GSA/Advantage)

VENDOR EXPERIENCE:

Year Company Founded:　　1987

Date Package First Available:　1997

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff:　3

Hot Line:　　10

Total:　　13

MISCELLANEOUS INFORMATION:
30-day free trial. Provides access to Central Contractor Registration (CCR) at no additional cost. Became an Electronic Commerce Business Daily Provider in 1994.

Programming Language Used by Package:

MessageXpress

ADDRESS: 4110 S. 100th East Ave.
Tulsa, OK 74146-3639

CONTACT: Stacy Zellman

PHONE: (800) 637-7248   **E-MAIL:** StacyZ@dacservices.com
(918) 664-9991 ext. 2489

FAX: (800) 270-2823   **WEB SITE:**

PRODUCT: FaxEDI: paper-to-EDI and EDI-to-paper fax service
EDI Trans: PC-based software and EDI service
ASCII-EDI: integrated EDI solutions that permit trading partners to send data in
their own format
Web Basic EDI: Web EDI solution available first quarter of 1998

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
FaxEDI: fax machine
EDI Trans: IBM-compatible PC with 286 megahertz or higher, 520K RAM, 9600 baud modem
ASCII-EDI: modem or FTP server for communications and ASCII text format capability
Web Basic EDI: Internet access and Web browser

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, VICS

PRICING:

  Basic Package Cost: FaxEDI: $149 setup fee, $2.99 to send a fax form, $0.99 to receive an
EDI text report
EDI Trans: $249 for software includes VAN service for $35 per month
plus $0.39 per kilocharacter sent or received
ASCII-EDI: $349 for software includes VAN service for $35 per month
plus $0.39 per kilocharacter sent or received
Web Basic EDI: Monthly fee of $35 and $1.50 for each Web form
processed

  Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: FaxEDI: $99 mapping fee for each transaction set per trading partner; includes mapping, creating a fax form or text report and implementation with each trading partner
EDI Trans: $50 mapping fee for each transaction set per trading partner; includes implementation testing with each trading partner
ASCII EDI: $99 mapping fee for each transaction set per trading partner; includes implementation testing with each trading partner

Annual Maintenance Fee: None

Maintenance Fee Includes: Initial testing, toll-free customer service, revision updates to mappings

Training Fee: None; training provided via toll-free customer service

Additional Fees: Optional fax notification is $.50 per fax;

GSA/DoD Schedules or Contracts: N/A

NETWORKS DIRECTLY ACCESSED:
MCI, Kleinschmidt, TranSettlements, and all VAN interconnects; direct connections to trading partners as needed

VENDOR EXPERIENCE:

Year Company Founded: 1981 (MessageXpress is a subsidiary of DAC Service which was founded in 1981)

Date Package First Available: 1995

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 9

Hot Line: 5

Total: 24

MISCELLANEOUS INFORMATION:
No charge for custom implementation programs for hubs.

Programming Language Used by Package: C++

Mil-Pac Technology

ADDRESS: 3914 Murphy Canyon Road
     Suite 227
     San Diego, CA 92123

CONTACT: Greg Tsiknas

PHONE: (619) 495-1400   **E-MAIL:** Gtsiknas@mil-pac.com

FAX: (619) 495-0168   **WEB SITE:** http://milpac.com

PRODUCT: DD250—FormStation
     DD-Shipman
     AutoBarc for Windows (LOGMARS Barcoding)

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM-compatible PC with Windows 3.1 and compatible systems

EDI STANDARDS SUPPORTED: X12 Transaction Sets 810, 856, 864, and 997

PRICING:

Basic Package Cost: DD250—FormStation: $985
       ED-Form EDI Translator: $795
       DD-Shipman: $2,990
       ED-Form EDI Translator: $795
       AutoBarc LOGMARS Barcoder: $695

Additional Charge per EDI Standard: Not applicable

Additional Charge per Transaction Set: None

Annual Maintenance Fee: Varies; approximately 15 percent of product's list price

Maintenance Fee Includes: Automatic update of DD-Forms, X12 standards, product revisions, Internet and overnight product replacement, and 24-hour technical support

Training Fee: $300 per day plus travel and living expenses at user's facility

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
Not applicable

VENDOR EXPERIENCE:

Year Company Founded: 1983

Date Package First Available: 1995

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 3

Hot Line: 2

Total: 5

MISCELLANEOUS INFORMATION:
Mil-Pac specializes in electronic forms software for Department of Defense (DoD) contractors. DD-Forms supported include DD250, DD1149, DD1034, DD1443, and DD1387. Integrated modules for barcode labeling (LOGMARS) and military-standard packaging are also available. Mil-Pac also offers custom software and consulting services.

Programming Language Used by Package: C

Softshare

ADDRESS: 136 West Canon Perdido
Santa Barbara, CA 93101

CONTACT: Melissa Allensworth

PHONE: (800) 346-6703 (Sales)   **E-MAIL:**
(805) 882-2588
(Customer Support)

FAX: (805) 882-2599   **WEB SITE:**   http://www.softshare.com

PRODUCT: Link for Windows—16-bit translator application for contractors participating in Federal Government EDI procurement programs that includes automated document turnaround, transaction status reporting, public award notices, communications and e-mail capabilities; operates exclusively with the Softshare VAN.
Softshare Vista—32-bit translator application for contractors participating in Federal Government EDI procurement programs that integrates e-mail, EDI, and the Internet; includes secure messaging, secure EDI, and encryption.

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
Link for Windows: IBM-compatible 486 66 megahertz PC with Windows 3.11 or higher, 16 MB RAM, 5MB free space on hard drive
Softshare Vista: IBM-compatible 486 66 megahertz PC with Windows 95 or Windows NT 4.0, 16 MB RAM, CD-ROM, 30 MB free space on hard drive

EDI STANDARDS SUPPORTED: Link for Windows: X12
Softshare Vista: X12, EDIFACT

PRICING:

Basic Package Cost: Link for Windows: included with Softshare VAN services; VAN Services Account set-up: $175; Services: $60 per month to $480 per year
Softshare Vista: $595 initial offering through March 1998; VAN Services Account set-up $125; Services $25 per month to $480 per year

Additional Charge per EDI Standard: N/A

Additional Charge per Transaction Set: Government: None; Commercial: call for prices

Annual Maintenance Fee: Link for Windows: $150 for Government Program only
Softshare Vista: $150 for Government Program only; free
upgrades at Web site

Maintenance Fee Includes: Software upgrades

Training Fee: Phone training included in account set-up fee

Additional Fees: $0.15 for in-bound EDI transactions and no charge for outbound
transactions

GSA/DoD Schedules or Contracts: Not applicable

NETWORKS DIRECTLY ACCESSED:
Softshare VAN; interconnections with all major VANs

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available: Link for Windows: 1993
Softshare Vista: 1997

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Over 50

MISCELLANEOUS INFORMATION:
Softshare Information Services also offers a telephone-based system, Telephonic EDI (TEDI),
that permits users to participate in the Federal Government's EDI initiative without purchasing
hardware or software. Softshare also offers other government procurement opportunities and
related procurement information.

Programming Language Used by Package: C, C++

SPARTA, Inc.

ADDRESS: 9861 Broken Land Parkway Suite 300
Columbia, MD 21046

CONTACT: Gloria Paul

PHONE: 1-888-SECUREC   **E-MAIL:**
(410) 381-9400

FAX: (410) 381-5559   **WEB SITE:**   http://www.securec.sparta.com

PRODUCT: SecurEC—security module that protects X12 EDI transactions using the X12.58 security standard.

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
PC Workstation: Windows 95, Windows NT
NT Server
Unix: AIX, HPUX, Solaris, Sun O/S
AS/400
Mainframe: MVS

EDI STANDARDS SUPPORTED: X12

PRICING:

  Basic Package Cost: Pricing varies by platform and quantity

  Additional Charge per EDI Standard: None

  Additional Charge per Transaction Set: None

  Annual Maintenance Fee: 15 percent of single quantity retail price

  Maintenance Fee Includes: Technical support and product upgrades

  Training Fee: Call for quote

  Additional Fees: PC Card reader for PC version of product

  GSA/DoD Schedules or Contracts: Call for specifics

NETWORKS DIRECTLY ACCESSED:
Network independent—will work with any VAN

VENDOR EXPERIENCE:

Year Company Founded: 1979

Date Package First Available: 1997

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 12

Hot Line: 5

Total: 650

MISCELLANEOUS INFORMATION:
Member of the International Computer Security Association (ICSA). SecurEC is certified as a cryptographic product by ICSA.

Programming Language Used by Package: C++

X-Change Software, Inc.

ADDRESS: 50 Broad Street, Suite 1037
New York City, NY 10004

CONTACT: Philip Grant

PHONE: (212) 809-8560   **E-MAIL:**

FAX: (212) 809-8580   **WEB SITE:**

PRODUCT: X-Change 2000: designed for use with FACNET and the VA. Permits user to select public RFQs, send bids, and receive purchase orders.
X-Change GSA: create and maintain price catalogs, receive purchase orders, and transmit invoices.
X-Change for Windows: create and maintain standardized EDI documents including price catalogs, purchase orders, invoices, acknowledgments, and advice.

HARDWARE/OPERATING SYSTEM ENVIRONMENT:
IBM-compatible 486 66 mhz or higher with 8 MB RAM for Windows 3.1 or 16 MB RAM for Windows 95; 30 MB available hard disk storage

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost: X-Change 2000: $495
X-Change GSA: $995
X-Change for Windows:
Single Trading Partner: $595
Five Trading Partner: $1,595
Unlimited Trading Partner: $2,495
All products have a 30 day guarantee.

Additional Charge per EDI Standard: None

Additional Charge per Transaction Set: None

Annual Maintenance Fee: $195

Maintenance Fee Includes: Software support, standards upgrades, and software maintenance releases

Training Fee: N/A

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:
MCI EDI*Net, GEIS, Sterling COMMERCE:Network

VENDOR EXPERIENCE:

Year Company Founded: 1994

Date Package First Available: 1985, under Lloyd Bush, Inc.

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 4

Hot Line: 1

Total: 5

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C

Appendix G
Glossary

AAFES	Army and Air Force Exchange Service
AIAG	Automotive Industry Action Group
AIX	Advanced Interactive Executive
ANSI	American National Standards Institute
API	Application Program Interface
APL	A Programming Language
ASC	Accredited Standards Committee
ASCII	American Standard Code for Information Interchange
AT	Advanced Technology
AT&T	American Telephone and Telegraph
BASIC	Beginner's All Purpose Symbolic Instruction Code
BC	British Columbia
BCTEL	British Columbia Telecom
BT	British Telecom
CALS	Continuous Acquisition and Life-cycle Support
CASE	computer-aided software engineering
CCR	central contractor registration
CD	compact disc
CICS	Customer Information Control System
CIDX	Chemical Industry Data eXchange
CL	Control Language

COBOL	Common Business Oriented Language
CPU	central processing unit
CTX	Chrysler Telecommunication Exchange
DAASC	Defense Automatic Addressing System Center
DACOM	Data Communications Corporation of Korea
DEC	Digital Equipment Corporation
DES	data encryption standard
DLA	Defense Logistics Agency
DOS	disk operating system
EANCOM	European Article Numbering Communications Standard
EC	electronic commerce
EDI	electronic data interchange
EDIFACT	Electronic Data Interchange for Administration, Commerce, and Transport
EDIFICE	EDI for Internet Commerce
EDS	Electronic Data Systems
EIDX	electronics data industry exchange
FACNET	Federal Acquisition Computer Network
FARA	Federal Acquisition Reform Act
FORTRAN	formula translator
FTP	file transfer protocol
GEIS	General Electric Information Services
GM	General Motors
GSA	General Services Administration
GTDI	General Trade Data Interchange

HCFA	Health Care Financing Administration
HEDIC	Healthcare EDI Coalition
HIBCC	Health Industry Business Communications Council
HP	Hewlett-Packard
IBM	International Business Machines
ICSA	International Computer Security Association
IP	Internet protocol
LAN	local area network
LOGMARS	Logistics Application of Automated Marking and Reading Symbology
MB	megabyte
MHz	megahertz
MIME	multipurpose Internet mail extension
MPE	multiprogramming executive
MRPII	Material Requirements Planning
MVS	multiple virtual storage
NCR	National Cash Register
NT	new technology
NUMMI	New United Motor Manufacturing, Inc.
NWDA	National Wholesale Druggists Association
ODETTE	Organization for Data Exchange Teletransmission in Europe
ODT	Open Desktop
OFTP	Off-line Transaction Processing
OS	Operating System
OSF	Open Software Foundation

PC	personal computer
RAM	random access memory
RDMS	relational database management system
RFQ	request for quote
RISC	reduced instruction set computer
RMS	Release Management Systems
ROM	read-only memory
RPG	report program generator
SCO	Santa Cruz Operation
SCS	Specialists in Custom Software
SMTP	Simple Mail Transfer Protocol
SNA	Systems Network Architecture
SPARC	scaleable performance architecture
SQL	structured query language
SVR	software version release
TAL	Tandem assembly language
TCIF	Telecommunications Industry Forum
TCL	Translator Control Language
TCP	Transmission Control Protocol
TDCC	Transportation Data Coordinating Committee
TDI	technical data interchange
TDNI	Transact Data Networks, Inc.
TEDI	Telephonic EDI
TPMS	Total Procurement Management System

TRADACOMS	Trading Data Communications Standards
TSO	timesharing operation
UCS	Uniform Communication Standard
VAN	value-added network
VAR	value-added reseller
VAX	virtual address extension
VGA	video graphics array
VICS	Volunteer Interindustry Communication Standard
VLT	variable length translator
VMS	virtual memory system
VOS	virtual operating system
WINS	Warehouse Industry Network Standard
WWW	World Wide Web

DEFINITION OF TERMS

Application System Interface. A routine that extracts data from an application system data base and creates fixed-length files in the vendor's format for subsequent translation to an EDI format. The reverse process is also applicable.

Automated Purging. A feature that automatically deletes archived transaction set data according to user-specified criteria, such as date ranges.

Automatic Error Notification. A feature in software that automatically notifies the user of errors encountered during translation by displaying a message or similar notification.

Automatic Functional Acknowledgment Generation. The automatic creation of a functional acknowledgment transaction set upon receipt of an EDI transmission from a trading partner.

Automatic Recovery and Restart Capability. A routine that automatically recovers any data being processed and restarts the application in the event of a power or communications failure.

Character Conversion Capability. Translation software that converts a sender's character set to the character set required by the receiver's computer (e.g., EBCDIC to ASCII).

Code Cross-Reference Capability. The ability to cross-reference and convert an EDI standard data element code into a user selected code. The reverse process is also possible.

Compatibility with Encryption and Authentication Package. A translation software package that can operate with an encryption and authentication package.

Communications Software. A software module that automatically dials the communications network and sends or receives EDI-formatted data.

Conditional Data Mapping Capability. The ability to translate data conditionally to or from EDI formats according to user-specified rules.

Data Element Delimiter Table. A table of alternative data element delimiters that is maintained for each trading partner, thus accommodating the requirements of different trading partners.

Data Input Screens. A set of screens to enter data into the translation software package for subsequent translation to an EDI format. (This feature is required when an application system does not reside on the user's computer.)

Error Reports. Reports of outbound or inbound transaction sets that do not comply with the EDI standards. (These reports are usually printed logs of each communications session presented in a non-EDI format that users easily understand.)

Expandability. The ability to incorporate new functions, such as EDI transaction sets, into an existing translation software package.

Functional Acknowledgment Capability. The ability to send or receive a functional acknowledgment transaction set that indicates the status of each EDI transaction set transmission to or from a trading partner.

Functional Acknowledgment Reconciliation. The matching of transaction set messages with functional acknowledgments to identify the successful receipt of information by trading partners and the highlighting of unacknowledged transaction sets that have been sent.

Help Screens. On-line screens that provide assistance in the use of specific translation software functions.

Inbound Standards Compliance Editing. The editing of data received from trading partners to determine whether they are in compliance with the EDI standards.

Inbound Transaction Set Reporting. The capability to print inbound transaction sets for audit trail purposes. (The document number, control number, date, and time of every message received are typically included in the report.)

Input Editing. A feature that permits the user to edit every field and segment of a transaction set as data are manually entered into a system to ensure compliance with EDI standards.

Installation Routines. Programs that automatically install translation software packages in a computer with minimal user intervention.

Internal ID Number Duplication Control. A program that monitors the use of internal business document identification numbers, such as invoice numbers, to avoid duplicates.

Maintenance Support. EDI standards updates and software enhancements provided by the translation software vendor, usually for an annual fee.

Multiple Communications Interface. Translation software that allows users to communicate with more than one telecommunications network, preferably in the same communications session.

Multiple Communications Protocol Support. The communications software that exchanges EDI-formatted data with trading partners; it typically supports several protocols such as asynchronous, bisynchronous 2780 or 3780, X.25, X.400, and X.435.

Multiple Header Support. EDI translation software that supports multiple envelope headers, including ISA and BG, depending on trading partner requirements.

Multiple Users. A feature that permits more than one person to use a translation software system concurrently. (On personal computers that use DOS, a local area network typically provides this feature.)

Network Identification Table. A table containing network addresses, telephone numbers, and other information needed to communicate with a trading partner through a telecommunications network.

Outbound Standards Compliance Editing. The editing of transmitted data to determine if they comply with EDI standards.

Outbound Transaction Set Reporting. The capability to print outbound transaction sets for audit trail purposes. (The document number, control number, date, and time of every message sent are typically included in the report.)

Segment Terminator Table. A table of alternative segment terminators maintained for each trading partner that allows for different communications network or trading partner requirements.

Selective Accessibility. A feature that limits user access to specific screens and functions.

System Entry Security. System security provided through the use of passwords and user-identification codes.

Table-Driven Software Structure. EDI data elements and segments maintained in a table structure.

Technical Documentation. A narrative and graphic description of a system that provides technical personnel with sufficient information to troubleshoot portions of the translation software. (A data dictionary, a system flowchart, and all file structures are typically included in technical documentation.)

Trading Partner Profile. A profile of each trading partner that identifies the segments in a transaction set required by that trading partner.

Training. Vendor-offered training sessions that provide instruction on using translation software packages.

Transaction Set Archiving. The saving of EDI-formatted data on a computer for query purposes or restoration in the event of a computer failure.

Transaction Set Consolidation Routines. Software that groups transaction sets by trading partner prior to transmission, thus reducing communications costs; if more than one telecommunications network is used, the transaction sets are first grouped by network and then by trading partner.

Transaction Set Correction Capability. The ability to correct an outbound standards compliance editing error in a front-end operating environment or modify transaction set data prior to transmission. (This capability is typically provided in a format that does not require knowledge of EDI standards.)

Transaction Set Sequential Numbering. A routine that either assigns a sequential control number for all transmitted transaction sets for every trading partner or enables the receiver to determine if a transaction set is missing from the transmission by checking the sequential numbers of inbound transactions.

Transmitted Characters. A report of the number of characters transmitted and the time and date of each transmission for each EDI value-added network. (The report allows a user to reconcile each network's bill.)

Tutorial Package. An interactive, on-line program that guides a user through a prescribed sequence of steps on using a particular translation software package.

Unattended Operations Capability. The ability to program the EDI translation software to automatically perform EDI-related processes, such as sending or receiving EDI-formatted data at a user-specified time without an operator present.

User-Definable System Interface. Automated data-mapping procedures embedded in the EDI translation software package that create fixed- or variable-length files according to the user's requirements for subsequent translation to an EDI format. The reverse process is also applicable.

User-Defined Management Reports. Ad hoc management reports that a user can create, typically through a report generator embedded in the translation software package.

User-Defined Print Output. A feature that permits users to define the output format for printing manually entered data.

User Documentation. A nontechnical description of the translation software system and the operation of all system functions.

User Support (Hot Lines). Telephone support provided by a vendor to resolve any operating problem with a translation software package.

User-Defined Data Input Screens. A set of user-defined screens for entering data into a translation software package for subsequent translation into an EDI format. These screens are presented in a non-EDI format that does not require knowledge of EDI standards.

Version Support. Translation software that supports the current and two previous releases of an EDI standard.

Version Support Table. A table that identifies the version of every EDI standard used by each trading partner.

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13. ABSTRACT (Maximum 200 words)

This edition updates and expands the information presented in our previous versions. The guide provides information on commercially available electronic data interchange (EDI) translation software packages, EDI support products, and EDI products developed exclusively in response to federal and Department of Defense (DoD) procurement initiatives. The guide was first created in 1989 to aid federal government activities, including military departments and defense agencies, in procuring software for their EDI programs. However, many commercial organizations with an EDI program have also found the guide useful.

The guide provides an introduction to EDI translation software, identifies a variety of EDI software packages, assesses the key features of each package, provides a list of functions and features that can be in a software package, and highlights features we believe are required to meet the EDI needs of federal government and DoD programs for several operating environments. The guide also includes a short overview on selecting EDI translation software.

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