

# CS.Line B2B communications services.



## 100% EDI integration of your business partners.

*Your business processes are becoming increasingly complex, and you want greater flexibility in your IT infrastructure so you can concentrate more on your core processes. As certified EDI specialists, we support you in outsourcing your EDI business partner communication.*

- **Achieve more:** Become a partner of the Mercoline communications network with thousands of partner link-ups already in place.
- **Save on costs:** Use predefined business content and profit from affordably priced communication protocols.
- **Simplify access:** Integrate even those suppliers that are not EDI-enabled into your processes and use a highly productive web-EDI portal.
- **Reduce paper.** Optimize your Accounts Receivable and Accounts Payable processes using additional services such as digital signature or scanning.

Process.

**Mercoline expertise.**

**Learn more about CS.Line.**

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**High performance and security from EDI specialists.**

You've probably asked yourself often whether outsourcing your existing EDI communication to an external service provider would be a sound move that costs you less. The answer is YES! Or perhaps you are faced with a make-or-buy decision. Count on Mercoline's communication services for a fully developed, centrally administered communication network. All you need is

one connection to easily reach all the other network partners, significantly reducing expenditures for the provision of all EDI processes and eliminating the need for investments in your own network infrastructure. Mercoline takes care of it all, from set-up to start-up to administration.



**All Mercoline customers benefit from our unique EDI expertise and 20 years of EDI process management.**

**Mercoline:**

- provides you with ONE complete solution for the full integration of all your company's processes and those of your business partners, e.g. suppliers, customers, forwarding companies, banks or customs authorities.
- considers your specific requirements of your branch of industry.
- additionally supplies you with professional software for areas such as transport management and ATLAS customs clearance.

## EDI services.

**100 % business partner integration.**  
**100 % EDI communication.**  
**100 % full service.**

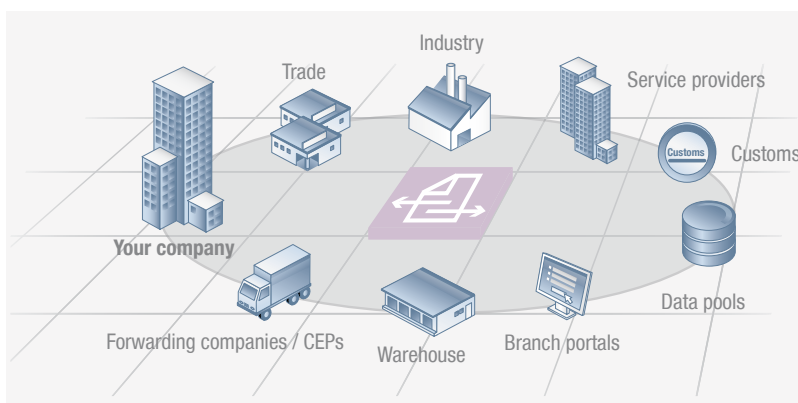
## Mercoline CS.Line B2B integration platform.

Mercoline's CS.Line is a unique, highly productive B2B integration platform with modular communication services.

Mercoline provides software, infrastructure and consultancy services. This saves you the cost of investing in your own system and you can begin using all of the Mercoline services right away.

**You can combine the following communication services to shape your own specific solution:**

- **CS.EDI:** EDI service
- **CS.WebEDI:** supplier / invoice portal

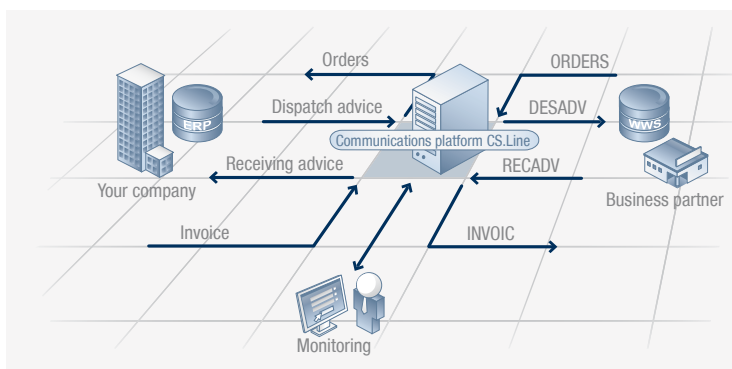


**Instead of making individual point-to-point connections, we integrate your company as a partner. You decide flexibly at your convenience which communication services you want to use and when.**

## Unlimited EDI communication with CS.EDI.

Our CS.EDI service makes fully automatic electronic data exchange possible for a variety of company processes such as ordering and accounting, payment transaction or logistics. The service supports all common standard

formats (such as EDIFACT, VDA, ODETTE, ANSI X.12, XML, CSV) and in-house formats.



**As the central hub for conversion and messaging, CS.EDI supplies all the necessary interfaces, partner profiles and communication facilities.**

### Cost reduction:

Your most affordably priced communication channel based on your business partners' technical set-up is automatically selected for the transmission of your data

in the corresponding protocol, i.e., AS2, X.400, Telebox, VPN, OFTP, FTP or SMTP.

## Use standard partner profiles and adapt them to the individual customer.

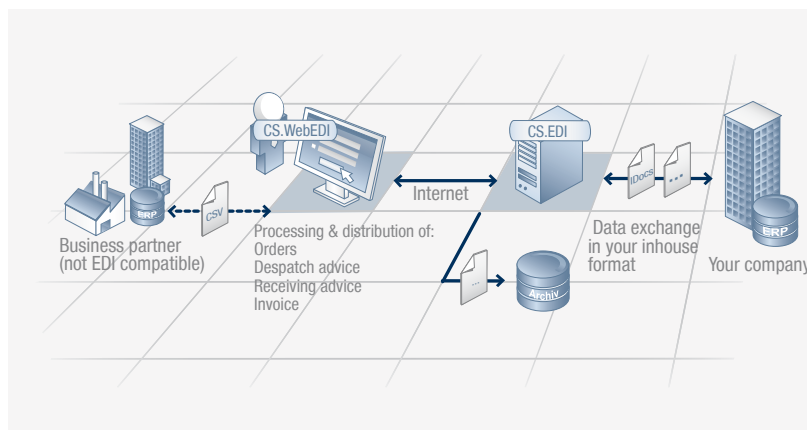
You already benefit from the existing mappings in the installation of your partner profiles. For you as needed. This reduces rollout or migration costs significantly, simplifying fast changeover. Mercoline offers you fast, one-

source solutions anytime for your user needs in regard to specific customers.

## Integrate small suppliers into your processes quickly and easily with CS.WebEDI.

Do business like retailers or car manufacturers do. Enable your suppliers who are not yet EDI-compatible to still communicate with your ERP system by allowing Mercoline to provide you and your business partners with its web-based CS.WebEDI portal solution. This solution enables you to further reduce your internal costs

for processing the broadest variety of procedures such as orders, delivery notes or invoices. The CS.WebEDI service is operated by Mercoline and used by numerous partners in the Mercoline communications network, keeping costs at a minimum for its individual users.



**CS.WebEDI allows you to exchange messages with business partners who are not EDI-compatible. The system requirements for your partners are minimal (internet access, browser).**

### The procedure:

- In the so-called turnaround process, you and your business partners exchange EDI-compatible messages such as orders (ORDERS), delivery notes (DESADV) or invoices (INVOIC).
- There is virtually no manual data entry, since this is done automatically from presets.
- Reminders ensure prompt notification regarding procedures that have not yet been processed (for instance, new orders).
- CS.WebEDI was developed on the basis of the GS1-Germany Web EDI recommendation.

## Process optimization for Accounts Payable and Accounts Receivable.

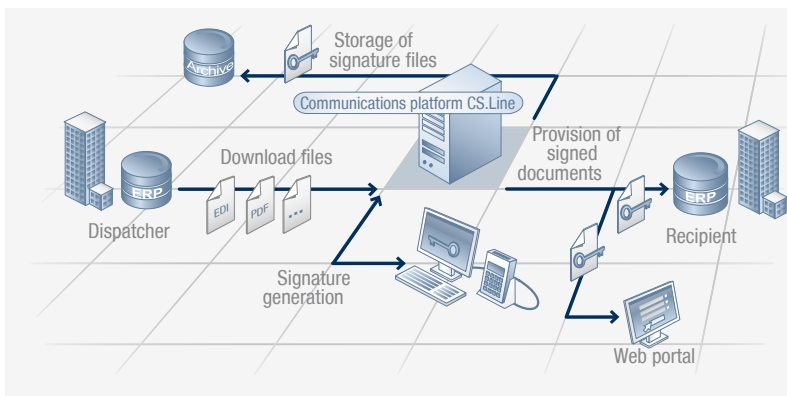
Everyday practice shows that despite EDI and Web EDI, media disruptions are still prevalent today. With Mercoline's e-invoicing services, you can significantly increase your quota of electronically dispatched and received invoices. You can easily use more CS.Line modu-

lar services alongside CS.EDI and CS.WebEDI to create your own individual e-invoicing solution. No hardware and software investments are required and you benefit right off the bat from the verifiable effects.

## Save with a qualified electronic signature.

In accordance with the German tax legislation (UStG), the German tax authorities also accept electronic invoices for input tax deduction. One example of how this can be done is that every EDI invoice is inscribed with a qualified electronic signature. The solution: CS.eSignature. Use CS.eSignature to avoid additional investments while relying on a highly productive complete solution and

Mercoline's services. Your invoices and credit notes are signed or verified by Mercoline on your behalf. Signature files and test protocols can be saved together with source documents, and communication with your business partners and trust centers is secured.



**Electronic invoices or other documents can be legally signed and verified with CS.eSignature. No investment necessary: You use the existing infrastructure.**

### Invoice sender:

- As the sender, your invoices and credit notes are signed electronically. Delivery of the verifications from the originator to the business partner(s) is conducted in a manner that rules out the possibility of forgery. The EDI signature server reliably transmits a variety of formats (such as EDIFACT, VDA, PDF) in compliance with the European Parliament's Directive 1999/93/EC.

### Invoice recipient:

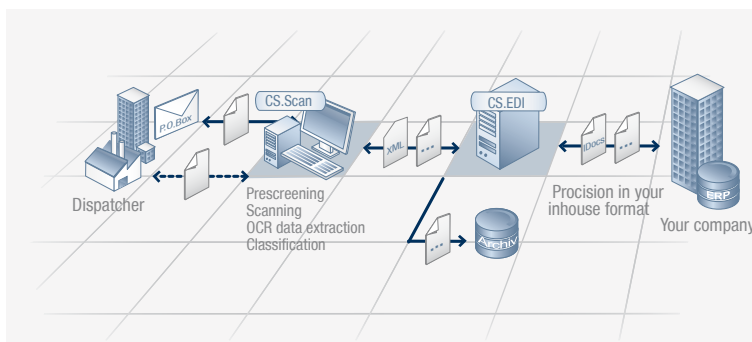
- As the recipient, signed invoices are verified and can be entered and archived in accounting and ERP systems without media disruptions.

The results of numerous customer projects demonstrate that conversion to the qualified electronic signature option yields savings of between one and four Euros per document.

## Digitalize paper documents. Integrate them into your workflow.

Sometimes it can be difficult to persuade smaller business partners or partners with whom you don't do business on a regular basis of the benefits of EDI or Web-EDI. In such situations, Mercoline's full service CS.Scan facility takes care of the digitalization of paper documents like invoices that you receive. Precisely coordinated processes are decisive for the quality of the data. High-performance scanners automatically scan all documentation, while intelligent

OCR software takes care of data extraction, document recognition and classification. The result you receive as the customer, just like with classic EDI or Web-EDI, is the invoice data delivered directly into your ERP system in your in-house format. In the end, the digitized paper invoice is no different from other invoices and can then be fed into the invoice workflow.

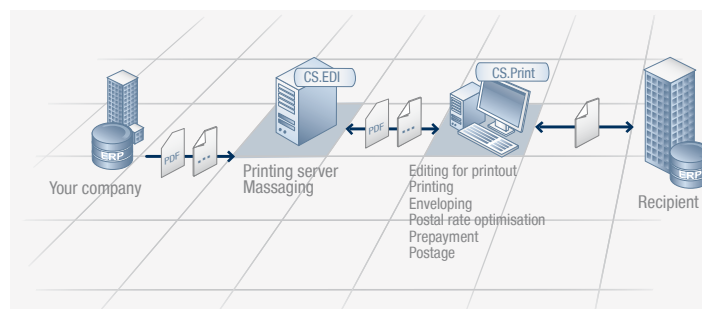


**CS.Scan also enables you to come to grips with paper documents. You define the target format and the level of data extraction. Mercoline supplies you with the data in your in-house system.**

## Manage non-electronically sent documents.

Actually, you're trying to avoid paper, but sometimes there's no choice but to print documents like invoices and send them out by mail. An internal process costs analysis will

show you that printing and handling costs are very high. And this is where Mercoline's CS.Print service comes in.



**CS.Print gives you a high-performance printing infrastructure. You initiate printing processes directly from your in-house system.**

### Our service:

- You provide Mercoline with your printing files including recipient addresses in an agreed format such as PDF.
- During the printing process the system calculates the best postage rate. After enveloping, the system then affixes postage to the envelope.
- Printing of the documents is conducted with individual sorting using barcodes and data matrix codes such as zip codes/post codes.
- You profit directly from the bundled printing volume of all the partners in the communications network.

Outsourcing your electronic business processes not only saves you money, but also up to three days time compared to internal processes.

## Legally compliant archiving. More security.

With CS.Archive Mercoline provides an audit-proof archiving of all electronic messages (e.g. invoices) and associated files (e.g. signature files). They utilize low-cost archiving infrastructure Mercoline and immediately meet the statutory requirements of § 14 UStG, AO, GDPdU.

With CS.Archive you save the investment in hardware and software to build a storage and archiving infrastructure. Mercoline takes over all tasks for you.

### CS.Archive includes ...

- Automatic archiving of all data within the agreed Mercoline communications services throughout the EDI and signature processes
- Archiving in a logically dedicated customer archive system in secure server environment
- Archiving for the prescribed period, for example six or ten years

## Full service in the integration of new business partners.

It's a given that we make turning the fulfillment of your needs into reality and the integration of your business partners as comfortable as possible for you. You benefit in this regard from the centralized service structures. With complete migrations or individual partner integrations, the EDI experts at Mercoline take care of the communication with new business partners and solve

your partners EDI problems, safeguarding your workflows. The same often applies to structurally defective messages from a partner. Upon request, Mercoline gets in touch with the partner and works together with them to solve the problem.



**All of the services on offer are administered and monitored around the clock. This ensures our network partners the minimum in trouble and the maximum in reliability.**

### Our customer support:

At Mercoline's Customer Service Center, your inquiries are bundled and processed as quickly as possible. Other advantages for you include short reaction times,

highly skilled service employees and reporting services.

**100 % flexibility.**  
**100 % ROI.**  
**100 % satisfaction.**

## What we offer.

## We've always got the right offer for you.

The work we do with our customers always has a long-term focus. We conduct an appraisal of your situation where we take the time to listen to your wishes and define with you the ideal processes for your company. This way we can come up with the right offer for every customer and you avoid any unpleasant surprises.

You of course profit as a new Mercoline communications network partner from the lower prices resulting from the economies of scale. Your individual offer is determined above all by the following variables: the number of partner relations, the data volume and the length of the contract term. Target-group oriented offers combine services in an understandable way and reduce costs further.

We will be happy to support you in calculating your ROI.

## Cooperating successfully.

Many companies rely on Mercoline's EDI expertise and optimize their business processes with Mercoline's communication services. These companies include:



Carl Kühne KG (GmbH & Co.): "With Mercoline, we've found a strategically important partner whose EDI expertise is augmented by their active support in advising us on the implementation of processes in our ERP." (Torsten Becker, Application Development Manager).



Jeden Tag Gutes tun.

Iwan BUDNIKOWSKY GmbH & Co. KG: "In addition to the SAP go-live, we have also decided to introduce EDI into our third-party business. Here once again we are building on a Mercoline EDI solution. We were impressed in both projects by Mercoline's professionalism and expertise." (M. Windmüller, IT Manager)



COMLINE AG: "All of our requirements were fulfilled in the shortest possible time. We're looking forward to continuing the positive and successful work together."



Berentzen-Gruppe AG: "Many service providers promise long-term cost reductions, but at Mercoline the costs for partner profiles and operations are actually comprehensible and are kept within reason. This enabled us to reliably calculate our savings right from the start." (Wilhelm Heyen, ERP Applications & Developments Manager)