A Guide to EDI Translation Software

LOGISTICS MANAGEMENT INSTITUTE

92 9 23 077 92-25763
A Guide to EDI Translation Software

PL205RD1

Harold L. Frohman

Prepared pursuant to Department of Defense Contract MDA903-90-C-0006. The views expressed here are those of the Logistics Management Institute at the time of issue but not necessarily those of the Department of Defense. Permission to quote or reproduce any part except for Government purposes must be obtained from the Logistics Management Institute.

Logistics Management Institute
6400 Goldsboro Road
Bethesda, Maryland 20817-5886

DTIC QUALITY INSPECTED
# CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>A Guide to EDI Translation Software</td>
<td>1</td>
</tr>
<tr>
<td>Glossary</td>
<td>Gloss. 1 – 8</td>
</tr>
<tr>
<td>Appendix A. EDI Translation Software Vendor List</td>
<td>A-1 – A- 18</td>
</tr>
<tr>
<td>Appendix B. Unix-Based EDI Translation Software Vendor List</td>
<td>B-1 – B- 5</td>
</tr>
<tr>
<td>Appendix C. Vendor Information</td>
<td>C-1 – C- 104</td>
</tr>
<tr>
<td>Appendix D. EDI Translation Software Functions and Features</td>
<td>D-1 – D- 3</td>
</tr>
<tr>
<td>Appendix E. Software Product Survey Results</td>
<td>E-1 – E- 12</td>
</tr>
<tr>
<td>Appendix F. Selecting EDI Translation Software</td>
<td>F-1</td>
</tr>
</tbody>
</table>
A GUIDE TO
EDI TRANSLATION SOFTWARE

1992 Edition

This edition of A Guide to EDI Translation Software, 1992 Edition updates and expands the information presented in our previous version published in 1991. As in our earlier edition, the guide identifies and provides details on commercially available electronic data interchange (EDI) translation software packages. It was created to aid the Military Departments and Defense agencies as they procure software in support of the Department of Defense's (DoD's) EDI program for transportation. However, all DoD entities with an EDI program should find the guide useful.

In the guide, we identify a variety of EDI software packages, assess the key features of each package, detail a list of functions and features that could be contained within a particular software package, and highlight those features that we believe are required to meet the EDI needs of Defense transportation in specific operating environments. We also show how to use the guide to select EDI translation software.

We obtained information on the various translation software packages from product brochures and telephone interviews. We have not seen demonstrations of every software package, so we cannot endorse their effectiveness. Furthermore, we did not survey vendors that remarket EDI translation software products or that sell industry-specific (nontransportation) products. As in the preparation of the 1991 edition, some vendors did not respond to our requests for additional information.

The guide includes a glossary and six appendices. The glossary defines the acronyms used throughout the guide and the terminology used to describe the various EDI software functions and features.

Appendix A lists the EDI software vendors we contacted during the preparation of the guide. The vendors are grouped by the type of hardware required to use the software: microcomputer, minicomputer, or mainframe. In addition, Table A-1 identifies the vendors that were excluded from the guide and the associated reasons.
Both the vendor list and the table provide the vendor’s address, telephone number, and point of contact.

Appendix B lists the EDI software vendors that offer Unix-based products. The list provides the vendor’s address, telephone number, and point of contact.

Appendix C provides detailed information on each of the EDI translation software vendors identified in Appendix A. It focuses on the products offered by the vendors including the hardware operating environment, software pricing, availability on Federal procurement contracts, and third-party networks directly accessed by the software package.

Appendix D identifies 48 functions and features that could be contained within a particular EDI translation software package. It also indicates those functions that we regard as required to meet the EDI needs of Defense transportation in specific operating environments.

Appendix E presents the results of the telephone surveys. The information is categorized by the type of hardware required to use the software: microcomputer, minicomputer, or mainframe. It also provides details on some of the software functions highlighted in Appendix D.

Appendix F lists the steps to be followed when using the guide to select EDI translation software packages.

If you need further information on any of the EDI translation software vendors or the capabilities of their software, you may contact either the person listed below or the vendors directly:

Harold L. Frohman  
Logistics Management Institute  
6400 Goldsboro Road  
Bethesda, MD 20817-5886  
(301) 320-7286  
A/V 287-2779/2127
## GLOSSARY

### DEFINITION OF ACRONYMS

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>AIAG</td>
<td>Automotive Industry Action Group</td>
</tr>
<tr>
<td>AIX</td>
<td>Advanced Interactive Executive</td>
</tr>
<tr>
<td>ANSI</td>
<td>American National Standards Institute</td>
</tr>
<tr>
<td>APL</td>
<td>A Programming Language</td>
</tr>
<tr>
<td>ASCII</td>
<td>American Standard Code for Information Interchange</td>
</tr>
<tr>
<td>AT</td>
<td>Advanced Technology</td>
</tr>
<tr>
<td>AT&amp;T</td>
<td>American Telephone and Telegraph</td>
</tr>
<tr>
<td>BASIC</td>
<td>Beginners All Purpose Symbolic Instruction Code</td>
</tr>
<tr>
<td>BT</td>
<td>British Telecom</td>
</tr>
<tr>
<td>BTOS</td>
<td>Burroughs Operating System</td>
</tr>
<tr>
<td>CASE</td>
<td>computer aided software engineering</td>
</tr>
<tr>
<td>CEFIC</td>
<td>European Chemical Industry Federations</td>
</tr>
<tr>
<td>CICS</td>
<td>Customer Information Control System</td>
</tr>
<tr>
<td>CL</td>
<td>Control Language</td>
</tr>
<tr>
<td>CNCP</td>
<td>Canadian National/Canadian Pacific</td>
</tr>
<tr>
<td>COBOL</td>
<td>Common Business Oriented Language</td>
</tr>
<tr>
<td>CPU</td>
<td>central processing unit</td>
</tr>
<tr>
<td>CTOS</td>
<td>Convergent Technologies Operating System</td>
</tr>
<tr>
<td>CTX</td>
<td>Chrysler Telecommunication Exchange</td>
</tr>
<tr>
<td>DACOM</td>
<td>Data Communications Corporation of Korea</td>
</tr>
<tr>
<td>DB2</td>
<td>Database 2</td>
</tr>
<tr>
<td>DEC</td>
<td>Digital Equipment Corporation</td>
</tr>
<tr>
<td>DIBOL</td>
<td>Digital COBOL</td>
</tr>
<tr>
<td>DOS</td>
<td>disk operating system</td>
</tr>
<tr>
<td>DOS/VSE</td>
<td>disk operating system/virtual system extended</td>
</tr>
<tr>
<td>DR-DOS</td>
<td>Digital Research disk operating system</td>
</tr>
<tr>
<td>Acronym</td>
<td>Definition</td>
</tr>
<tr>
<td>----------</td>
<td>-----------------------------------------------------------------------------</td>
</tr>
<tr>
<td>DTS</td>
<td>Document Transmission System</td>
</tr>
<tr>
<td>EBCDIC</td>
<td>Extended Binary Coded Decimal Interchange Code</td>
</tr>
<tr>
<td>EDI</td>
<td>electronic data interchange</td>
</tr>
<tr>
<td>EDIFACT</td>
<td>Electronic Data Interchange for Administration, Commerce, and Transport</td>
</tr>
<tr>
<td>EFT</td>
<td>electronic funds transfer</td>
</tr>
<tr>
<td>FORTRAN</td>
<td>Formula translator</td>
</tr>
<tr>
<td>FTS</td>
<td>Financial Transmission System</td>
</tr>
<tr>
<td>GE</td>
<td>General Electric</td>
</tr>
<tr>
<td>GEIS</td>
<td>General Electric Information Services</td>
</tr>
<tr>
<td>GM</td>
<td>General Motors</td>
</tr>
<tr>
<td>GSA</td>
<td>General Services Administration</td>
</tr>
<tr>
<td>HP</td>
<td>Hewlett-Packard</td>
</tr>
<tr>
<td>IBM</td>
<td>International Business Machines</td>
</tr>
<tr>
<td>ID</td>
<td>identification</td>
</tr>
<tr>
<td>IMS/DC</td>
<td>Information Management System/Data Communications</td>
</tr>
<tr>
<td>INGRES</td>
<td>Interactive Graphics and Retrieval System</td>
</tr>
<tr>
<td>LAN</td>
<td>local area network</td>
</tr>
<tr>
<td>MB</td>
<td>megabyte</td>
</tr>
<tr>
<td>MPE</td>
<td>multiprogramming executive</td>
</tr>
<tr>
<td>MSA</td>
<td>Management Science America</td>
</tr>
<tr>
<td>MS-DOS</td>
<td>Microsoft disk operating system</td>
</tr>
<tr>
<td>MVS</td>
<td>multiple virtual storage</td>
</tr>
<tr>
<td>NCR</td>
<td>National Cash Register</td>
</tr>
<tr>
<td>NWDA</td>
<td>National Wholesale Druggists Association</td>
</tr>
<tr>
<td>ODETTE</td>
<td>Organization for Data Exchange Teletransmission in Europe</td>
</tr>
<tr>
<td>PC</td>
<td>personal computer</td>
</tr>
<tr>
<td>PS/2</td>
<td>Personal System/2</td>
</tr>
<tr>
<td>QMF</td>
<td>Query Management Facility</td>
</tr>
<tr>
<td>RAM</td>
<td>random access memory</td>
</tr>
<tr>
<td>RDMS</td>
<td>relational database management system</td>
</tr>
</tbody>
</table>

Gloss. 2
<table>
<thead>
<tr>
<th>Abbreviation</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>RJE</td>
<td>remote job entry</td>
</tr>
<tr>
<td>RM COBOL</td>
<td>Rand McFarland Common Business Oriented Language</td>
</tr>
<tr>
<td>RMS</td>
<td>Release Management Systems</td>
</tr>
<tr>
<td>RPG</td>
<td>report program generator</td>
</tr>
<tr>
<td>SCO</td>
<td>Santa Cruz Operation</td>
</tr>
<tr>
<td>SPARC</td>
<td>scalable performance architecture</td>
</tr>
<tr>
<td>SQL</td>
<td>Structured Query Language</td>
</tr>
<tr>
<td>TAL</td>
<td>Tandem assembly language</td>
</tr>
<tr>
<td>TCIF</td>
<td>Telecommunications Industry Forum</td>
</tr>
<tr>
<td>TDCC</td>
<td>Transportation Data Coordinating Committee</td>
</tr>
<tr>
<td>TDF</td>
<td>transaction data file</td>
</tr>
<tr>
<td>TDSI</td>
<td>Telecommunications Data Systems International</td>
</tr>
<tr>
<td>TRADACOMS</td>
<td>Trading Data Communications Standards</td>
</tr>
<tr>
<td>TSO</td>
<td>timesharing operation</td>
</tr>
<tr>
<td>UCS</td>
<td>Uniform Communication Standard</td>
</tr>
<tr>
<td>VAN</td>
<td>value-added network</td>
</tr>
<tr>
<td>VAX</td>
<td>virtual address extension</td>
</tr>
<tr>
<td>VICS</td>
<td>Volunteer Interindustry Communication Standard</td>
</tr>
<tr>
<td>VLT</td>
<td>variable length translator</td>
</tr>
<tr>
<td>VMS</td>
<td>virtual memory system</td>
</tr>
<tr>
<td>VOS</td>
<td>virtual operating system</td>
</tr>
<tr>
<td>VS</td>
<td>virtual storage</td>
</tr>
<tr>
<td>WINS</td>
<td>Warehouse Industry Network Standard</td>
</tr>
</tbody>
</table>

**DEFINITION OF TERMS**

**Application System Interface.** A routine that extracts data from an application system database 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 Recovery/Restart Capability. A routine that automatically recovers any data being processed and restarts the application in the event of a power failure or a 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 Conversion Capability. The ability to convert an EDI standard data element code into a user-unique code.

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.

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 used to enter data into the translation software package for subsequent translation into 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 easily understood by the user.)

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 date and time of every message received should be included in the report.)

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

Installation Routines. Programs that automatically install translation software packages onto 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 standard updates and software enhancements provided by the translation software vendor, usually for an annual fee.

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

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 those 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 related information needed to communicate with a trading partner through a telecommunications network.

Outbound Standards Compliance Editing. The editing of data sent to trading partners to determine whether they are in compliance with EDI standards.

Outbound Transaction Set Reporting. The capability to print outbound transaction sets for audit trail purposes. (The date and time of every message sent should be included in the report.)

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

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

System Entry Security. Features that provide system security through the use of passwords and/or 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 details 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 teach how to use their translation software package.

Transaction Set Archiving. EDI-formatted data that are saved on the computer for query purposes or for 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 either correct an outbound
standards compliance editing error in a front-end operating environment or modify
transaction set data prior to transmission. (This capability should be 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 each trading
partner or enables the receiver to determine whether 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 network. (The report allows the 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 operator presence.

**User-Defined 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 can be
created by the user, typically through a report generator embedded in the translation
software package.

**User-Defined Print Output** A feature that permits the user 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.

Gloss. 7
**User Support (Hot Lines).** Telephone support provided by a vendor to resolve any operating problems when using a translation software package.

**User-Defined Data Input Screens.** A set of user-defined screens for entering data into the 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 being used by each trading partner.
APPENDIX A

EDI TRANSLATION SOFTWARE VENDOR LIST

This appendix lists all the EDI translation software vendors contacted during the preparation of this guide. We have grouped the vendors according to the hardware required by their software: microcomputer, minicomputer, or mainframe. Those vendors excluded from the guide and our reasons are provided in Table A-1. Both the list and the table provide an address, telephone number, and point of contact for each vendor.
Microcomputer Software Vendors

Advanced Communications Systems
25054 Lorain Road
North Olmsted, OH 44070
Tom Palubinskas
Bob Stone
(800) 223-5424
(216) 779-5424

American Business Computer
1170 Eisenhower Place
Ann Arbor, MI 48108
Anne Hurtubise
(313) 973-6600

American Custom Software, Inc.
2420 Fisk Road
Cookeville, TN 38501
Robert Sparkman
(615) 537-6516

The APL Group, Inc.
644 Danbury Road
Wilton, CT 06897
Stuart Sawabini
(203) 762-3933

Baggerly & Associates
1420 N. Claremont Boulevard, Suite 209C
Claremont, CA 91711
Marketing Department
(714) 625-7917

Bell Atlantic Network Services, Inc.
1310 N. Courthouse Road, 7th Floor
Arlington, VA 22201
Marjorie MacArthur
(703) 974-3919
Birmingham Computer Group, Inc.
1471 S. Woodward Avenue, Suite 275
Bloomfield Hills, MI 48302
Chuck Townsend
(313) 333-7300

Blue Rainbow Software International
1899 Powers Ferry Road, Suite 330
Atlanta/Marietta, GA 30067
Hans Plotzender
(800) 258-3433

CANAC Telecom
151 Front Street West, Suite 514
Toronto, Canada M5J 2N1
Scott Beaver
(800) 668-2784
(416) 860-2815

CAN/AM Tech Inc.
205 South Main Street
Slippery Rock, PA 16057
Norm Morrison
(412) 794-5884

Data Dispatch Corporation
4375 Fair Lakes Court, Suite 2020
Fairfax, VA 22033-4234
Dave Hermens
(703) 818-0207

DIGIT Software, Inc.
P. O. Box 1425
Silver Spring, MD 20902
Todd Ross
(301) 593-8952

DNS Associates, Inc.
One Militia Drive, Suite B1
Lexington, MA 02173
Marketing Department
(617) 862-8569
Dynamic Business Systems
3256 W. 25th Street
Cleveland, OH 44109
Dennis Chatfield
(216) 398-6088

EDI Able, Inc.
Great Valley Corporate Center
20 Valley Stream Parkway, Suite 140
Malvern, PA 19355
Lawrence Spoerl
(800) 622-6118
(215) 993-0851

EDI, Inc.
19650 Club House Road
Gaithersburg, MD 20879
L. Dale Sortland
(301) 670-0811

EDICT Systems
1619 Mardon Drive
Dayton, OH 45432
Jason K. Wadzinski
(513) 429-4288

Electronic Data Systems
800 Tower Drive, 2nd Floor
Troy, MI 48007-7019
Kathleen Diz
(800) 365-8232

Foretell Corporation
155 North Pfingsten Road, Suite 210
Deerfield, IL 60015
Les Conklin
(708) 317-9000

General Electric Information Services
401 North Washington Street
Rockville, MD 20850
Dick Donohoe
James Motyka
(301) 340-4000
Grace Computer Resources, Inc.
204 Merchants Drive
Norcross, GA 30093
Roy Leffew, Jr.
(404) 939-1743

Harbinger*EDI Services
1800 Century Place, Suite 340
Atlanta, GA 30345
Deborah Gallagher
(404) 320-1636

Integrated Telecommunication Software Corp.
3586 NW 95th Terrace
Sunrise, FL 33351
Phil Keminsky
(305) 748-6878

Intercoastal Data Corp.
129 Bankhead Avenue
Carrollton, GA 30117
Randy Pete
(404) 834-6469

International Business Machines
3405 West Buffalo Avenue
Mail Drop S405A
Tampa, FL 33630
Mike McElroy
(813) 878-4118

LEK Product Marketing Company, Inc.
2226 E. 117th Street
Burnsville, MN 55337
Larry Kramer
(612) 895-0192

Lloyd Bush, Inc.
40 Broad Street
New York, NY 10004
Marcy McKinley
(212) 809-8560
MAXXUS, Inc.
140 Second Street, Suite 603
San Francisco, CA  94105
John Fountain
(415) 243-9690

Patrick Frantz Consulting
204 East Jefferson Street
Syracuse, NY  13202
Maryann Tracy
(315) 476-1564

Perwill EDI, Incorporated
6133 Rockside Road, Suite 402
Independence, OH  44131
Bill Bromley
(800) 969-3341
(216) 642-7565

Piedmont Systems, Inc.
4400 Silas Creek Parkway, Suite 300
Winston-Salem, NC  27104
Chuck Cloer
(919) 760-3620

RF Parker Consulting
815 North Broad Street
Grove City, PA  16127
Richard F. Parker
Jan W. Parker
(412) 458-7576

RMS, Inc.
17187 N. Laurel Park Drive, Suite 204
Livonia, MI  48152
John Bennett
(313) 462-1200

Sprint
1875 I Street, N.W.
Washington, DC  20006
Margot Wall
(202) 416-6234
St. Paul Software
754 Transfer Road
St. Paul, MN 55114
Larry Haisting
(612) 641-0963

Sterling Software, ORDERNET Services Division
P. O. Box 7160
4600 Lakehurst Court
Dublin, OH 43017
Doug Stewart
Dave Dodge
(614) 793-7000

Supply Tech, Inc.
1000 Campus Drive
Ann Arbor, MI 48104
Daniel M. Faletti
(313) 998-4044

Synergistic Systems, Inc.
442 North 3rd Street
Neptune Beach, FL 32233
Ron Meison
Margo Noel
(904) 249-0201
Minicomputer Software Vendors

Advantage Systems, Inc.
30680 Montpelier Drive, Suite 350
Madison Heights, MI 48071
David Williams
(313) 588-3480

American Business Computer
1170 Eisenhower Place
Ann Arbor, MI 48108
Anne Hurtubise
(313) 973-6600

Baggerly & Associates
1420 N. Claremont Boulevard, Suite 209C
Claremont, CA 91711
Marketing Department
(714) 625-7917

Birmingham Computer Group, Inc.
1471 S. Woodward Avenue, Suite 275
Bloomfield Hills, MI 48302
Chuck Townsend
(313) 333-7300

Blue Rainbox Software International
1899 Powers Ferry Road, Suite 330
Atlanta/Marietta, GA 30067
Hans Plotzender
(800) 258-3433

Cable & Wireless Communications, Inc.
1919 Gallows Road
Vienna, VA 01851
Local representatives
(800) 486-6367

CANAC Telecom
151 Front Street West, Suite 514
Toronto, Canada M5J 2N1
Scott Beaver
(800) 668-2784
(416) 860-2815
Digital Equipment Corporation
10 Tara Boulevard
Nashua, NH 03062
Mark Hayward
(603) 884-0676

DNS Associates, Inc.
One Militia Drive, Suite B1
Lexington, MA 02173
Marketing Department
(617) 862-8569

EDI, Inc.
19650 Club House Road
Gaithersburg, MD 20879
L. Dale Sortland
(301) 670-0811

EDI Solutions, Inc.
7760 France Avenue South, Suite 1140
Minneapolis, MN 55435
David L. Schenk
(612) 831-9000

Electronic Data Systems
800 Tower Drive, 2nd Floor
Troy, MI 48007-7019
Kathleen Diz
(800) 365-8232

ExtoL, Inc.
99 North Line Street
P. O. Box 29
Frackville, PA 17931
Anthony Baran
(717) 874-0695

Integral Systems, Inc.
14492 Sheldon Road, Suite 300
Plymouth, MI 48170
Sue DeMaester
(800) 234-7253
(313) 459-7760
Intercoastal Data Corp.
129 Bankhead Avenue
Carrollton, GA 30117
Randy Pete
(404) 834-6469

LEK Product Marketing Company, Inc.
2226 E. 117th Street
Burnsville, MN 55337
Larry Kramer
(612) 895-0192

MPACT EDI Systems, Inc.
17197 North Laurel Park Drive
Livonia, MI 48152
Don Hogan
(313) 462-2244

Perwill EDI, Incorporated
6133 Rockside Road, Suite 402
Independence, OH 44131
Bill Bromley
(800) 969-3341
(216) 642-7565

Piedmont Systems, Inc.
4400 Silas Creek Parkway, Suite 300
Winston-Salem, NC 27104
Chuck Cloer
(919) 760-3620

Premenos Corp.
1000 Burnett Avenue, Suite 200
Concord, CA 94520
Michael Nelson
(510) 602-2000

Radley Business Computers, Inc.
23077 Greenfield Road
Southfield, MI 48075
John Walczy
(800) 334-9934
(313) 559-6858
RMS, Inc.
17187 N. Laurel Park Drive, Suite 204
Livonia, MI 48152
John Bennett
(313) 462-1200

St. Paul Software
754 Transfer Road
St. Paul, MN 55114
Larry J. Haisting
(612) 641-0963

Sterling Software, ORDERNET Services Division
P. O. Box 7160
4600 Lakehurst Court
Dublin, OH 43017
Doug Stewart
(614) 793-7000

Trinary Systems, Inc.
38345 West Ten Mile Road, Suite 330
Farmington Hills, MI 48335
Michelle D. Crew
(313) 442-8540

TSI International
45 Danbury Road
P. O. Box 840
Wilton, CT 06897-0840
Ron Antini
(203) 761-8600

Userbase Systems, Inc.
9051 Executive Park Drive, Suite 300
Knoxville, TX 37923
Gary Neubert
(615) 691-0823
Mainframe Software Vendors

American Business Computer
1170 Eisenhower Place
Ann Arbor, MI 48108
Anne Hurtubise
(313) 973-6600

Digital Equipment Corporation
10 Tara Boulevard
Nashua, NH 03062
Mark Hayward
(603) 884-0676

EDI Solutions, Inc.
7760 France Avenue South, Suite 1140
Minneapolis, MN 55435
David L. Schenk
(612) 831-9000

General Electric Information Services
401 North Washington Street
Rockville, MD 20850
Dick Donohoe
James Motyka
(301) 340-4000

International Business Machines
3405 West Buffalo Avenue
Mail Drop S405A
Tampa, FL 33630
Mike McElroy
(813) 878-4118

Sterling Software, ORDERNET Services Division
P. O. Box 7160
4600 Lakehurst Court
Dublin, OH 43017
Doug Stewart
Dave Dodge
(614) 793-7000
Supply Tech, Inc.
1000 Campus Drive
Ann Arbor, MI 48104
Daniel M. Faletti
(313) 998-4044

TSI International
45 Danbury Road
P. O. Box 840
Wilton, CT 06897-0840
Ron Antini
(203) 761-8600
<table>
<thead>
<tr>
<th>Company</th>
<th>Contact</th>
<th>Reason</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advantage Systems, Inc.</td>
<td>Carolyn Heller</td>
<td>Product is application specific; software is used to electronically</td>
</tr>
<tr>
<td>950 Winter Street, Suite 2100</td>
<td>(617) 890-2400</td>
<td>move payments between banks and their trading partners.</td>
</tr>
<tr>
<td>Waltham, MA 02154</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AT&amp;T</td>
<td>Barbara Peterson</td>
<td>For users of AT&amp;T's EDI VAN services, will provide support for EDI</td>
</tr>
<tr>
<td>55 Corporate Drive</td>
<td>(201) 331-4272</td>
<td>translation software products developed by Premenos Corp.; EDI Solutions; Supply Tech, Inc.; and Unisys.</td>
</tr>
<tr>
<td>Bridgewater, NJ 08807-6991</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Base 2 Corporation</td>
<td>Paul Gutelius</td>
<td>Product has been developed primarily for automotive industry suppliers, retailers, and manufacturers.</td>
</tr>
<tr>
<td>435 East Mill Street</td>
<td>(414) 892-4566</td>
<td></td>
</tr>
<tr>
<td>Plymouth, WI 53073</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Comprehensive Technologies International, Inc.</td>
<td>Alfred Navarro</td>
<td>Product has been developed exclusively for health care industry.</td>
</tr>
<tr>
<td>14500 Avion Parkway, Suite 250</td>
<td>(703) 803-2747</td>
<td></td>
</tr>
<tr>
<td>Chantilly, VA 22021</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Computer Power, Inc.</td>
<td>Jim Curley</td>
<td>Requested to be excluded; product is primarily used by hospitals, industry, and electronics.</td>
</tr>
<tr>
<td>P. O. Box 5568</td>
<td>(803) 665-0478</td>
<td></td>
</tr>
<tr>
<td>Florence, SC 29502</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dun &amp; Bradstreet Software</td>
<td>Frank Buchheit</td>
<td>Provides business applications that support EDI; EDI translator may only be purchased as part of application. Management Science America, Inc., merged with McCormick and Dodge to form Dun &amp; Bradstreet Software.</td>
</tr>
<tr>
<td>3445 Peachtree Road, Northeast</td>
<td>(404) 239-3411</td>
<td></td>
</tr>
<tr>
<td>Atlanta, GA 30326</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fritz Companies, Inc.</td>
<td>John Fitzgerald</td>
<td>Product has been developed exclusively for import and export companies.</td>
</tr>
<tr>
<td>P. O. Box 66215</td>
<td>(708) 616-5600</td>
<td></td>
</tr>
<tr>
<td>AMF O'Hare International Airport</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chicago, IL 60666</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Future Three Software, Inc.</td>
<td>Sarah Eatherly</td>
<td>Product has been developed exclusively for the automotive industry.</td>
</tr>
<tr>
<td>33031 Schoolcraft Road</td>
<td>(313) 261-5609</td>
<td></td>
</tr>
<tr>
<td>Livonia, MI 48150</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Company</td>
<td>Contact</td>
<td>Reason</td>
</tr>
<tr>
<td>---------------------------------------------------</td>
<td>----------------------</td>
<td>------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Genzlinger Associates, Inc.</td>
<td>Roger Marshall</td>
<td>Product has been developed exclusively for automotive industry and repetitive manufactures (auto and appliance).</td>
</tr>
<tr>
<td>Two Northfield Plaza, Suite 212</td>
<td>(313) 879-7070</td>
<td></td>
</tr>
<tr>
<td>5700 Crooks Road</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Troy, MI 48098</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Information and Financial Services</td>
<td>John Gerdes</td>
<td>Remarks DNS Associates, Inc.'s &quot;EDI/Edge&quot; product.</td>
</tr>
<tr>
<td>Office Court, Suite 200</td>
<td>(215) 834-1700</td>
<td></td>
</tr>
<tr>
<td>482 Norristown Road</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Blue Bell, PA 19422</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Innovative Computing Corporation</td>
<td>Don Wancura</td>
<td>Product is industry specific; translator can only be purchased as part of a trucking and transportation software package.</td>
</tr>
<tr>
<td>4300 Highline Boulevard, Suite 100</td>
<td>(405) 949-9070</td>
<td>Product is industry specific; translator can only be purchased as part of a trucking and transportation software package.</td>
</tr>
<tr>
<td>Oklahoma City, OK 73108</td>
<td></td>
<td></td>
</tr>
<tr>
<td>LDJ Computers, Inc.</td>
<td>Theresa D’Angelo</td>
<td>Product has been developed primarily for the automotive industry.</td>
</tr>
<tr>
<td>42872 Mound Road</td>
<td>(313) 254-8600</td>
<td></td>
</tr>
<tr>
<td>Sterling Heights, MI 48314</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logistics Concepts</td>
<td>Tom Hula</td>
<td>Product is industry specific; translation software can only be purchased as part of a warehousing software package. Also remarks Information and Financial Service's &quot;EDI/Edge&quot; package.</td>
</tr>
<tr>
<td>8300 Logistics Drive</td>
<td>(616) 772-0028</td>
<td></td>
</tr>
<tr>
<td>Zeeland, MI 49464</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management Computer Systems</td>
<td>David Walsh</td>
<td>Product has been developed exclusively for the food industry.</td>
</tr>
<tr>
<td>123 North Union Avenue</td>
<td>(908) 272-3080</td>
<td></td>
</tr>
<tr>
<td>Cranford, NJ 07016</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturing Systems, Inc.</td>
<td>Walter Williams</td>
<td>Requested to be excluded; company only works with manufacturing companies located in East Tennessee.</td>
</tr>
<tr>
<td>P. O. Box 52007</td>
<td>(615) 558-3001</td>
<td></td>
</tr>
<tr>
<td>6700 Baum Drive, Suite 4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Knoxville, TN 37950</td>
<td></td>
<td></td>
</tr>
<tr>
<td>National Systems Corporation</td>
<td>Michael Gibbons</td>
<td>Company was acquired by Sterling Software. Product has been developed exclusively for the banking and finance industries.</td>
</tr>
<tr>
<td>51 Madison Avenue</td>
<td>(212) 679-6060</td>
<td></td>
</tr>
<tr>
<td>22nd Floor</td>
<td></td>
<td></td>
</tr>
<tr>
<td>New York, NY 10010</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### TABLE A-1

**VENDORS NOT INCLUDED IN GUIDE (Continued)**

<table>
<thead>
<tr>
<th>Company</th>
<th>Contact</th>
<th>Reason</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paper Free Systems, Inc.</td>
<td>Dan Kazzazz</td>
<td>Provides EDI integration services; does not offer a translation software package for purchase. Offers a generic application interface program that can be integrated with most PC translation software products.</td>
</tr>
<tr>
<td>733 15th Street, Northwest</td>
<td>(202) 628-6211</td>
<td></td>
</tr>
<tr>
<td>Suite 700</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Washington, DC 20005</td>
<td></td>
<td></td>
</tr>
<tr>
<td>631 Doe Drive</td>
<td>(615) 896-0081</td>
<td></td>
</tr>
<tr>
<td>Murfreesboro, TN 37130</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prophet 21</td>
<td>Debbie Dickerson</td>
<td>Product is a turnkey system developed primarily for industrial distribution users.</td>
</tr>
<tr>
<td>19 West College Avenue</td>
<td>(215) 493-8900</td>
<td></td>
</tr>
<tr>
<td>Yardley, PA 19067</td>
<td></td>
<td></td>
</tr>
<tr>
<td>RAILINC Corporation</td>
<td>Joe Ready</td>
<td>Product has been developed exclusively for rail carriers.</td>
</tr>
<tr>
<td>50 F Street, Northwest</td>
<td>(202) 639-5580</td>
<td></td>
</tr>
<tr>
<td>Washington, DC 20001</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Software Associates</td>
<td>Joe Wells</td>
<td>Remarks Sterling Software's EDI translation software packages; also performs EDI integration and customization services. Currently beta testing a generic application interface program that can be integrated with most PC translation software products.</td>
</tr>
<tr>
<td>219 Patterson Avenue</td>
<td>(201) 812-0900</td>
<td></td>
</tr>
<tr>
<td>Little Falls, NJ 07424</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TanData Corporation</td>
<td>Daniel Biby</td>
<td>Remarks the APL Group's translation software package, &quot;QualEDI.&quot;</td>
</tr>
<tr>
<td>700 TanData Plaza</td>
<td>(918) 585-1907</td>
<td></td>
</tr>
<tr>
<td>1400 South Boston Avenue</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tulsa, OK 74119</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Company</td>
<td>Contact</td>
<td>Reason</td>
</tr>
<tr>
<td>-------------------------------</td>
<td>------------------</td>
<td>------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Technalysis Corporation</td>
<td>Jim Clark</td>
<td>Remarks IBM's &quot;Data Interchange&quot; translation software packages; also provides EDI system integration services.</td>
</tr>
<tr>
<td>6700 France Avenue</td>
<td>Gail Hildreth</td>
<td></td>
</tr>
<tr>
<td>Minneapolis, MN 55435</td>
<td>(612) 925-5900</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Craig Moore</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(703) 821-3911</td>
<td></td>
</tr>
<tr>
<td>Txbase Systems, Inc.</td>
<td>Ray Talwar</td>
<td>Product is industry specific; translator is sold as part of a manufacturing system on Unix platforms (translator is from Electronic Data Systems).</td>
</tr>
<tr>
<td>225 East Beaver Creek, Suite 200</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ontario, Canada L4B3P4</td>
<td>(416) 771-8100</td>
<td></td>
</tr>
<tr>
<td>Universal Software, Inc.</td>
<td>Norman Platt</td>
<td>Provides EDI communication software to EDI VANs for IBM DOS/VS(E) and MVS operating environments.</td>
</tr>
<tr>
<td>170 Emory Road</td>
<td>(617) 836-5011</td>
<td></td>
</tr>
<tr>
<td>Marshfield, MA 02050</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vertical Systems, Inc.</td>
<td>George Cross</td>
<td>Provides EDI integration services; does not offer a translation software product for purchase.</td>
</tr>
<tr>
<td>2030 First Avenue, Suite 201</td>
<td>(206) 441-8600</td>
<td></td>
</tr>
<tr>
<td>Seattle, WA 98101</td>
<td></td>
<td></td>
</tr>
<tr>
<td>World Trade Services, Inc.</td>
<td>Mark Anderson</td>
<td>Product has been developed primarily for international trade management.</td>
</tr>
<tr>
<td>P. O. Box 569</td>
<td>(800) 338-4333</td>
<td></td>
</tr>
<tr>
<td>Beaverton, OR 97075</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
APPENDIX B

UNIX-BASED EDI TRANSLATION SOFTWARE VENDOR LIST

Because of the increased demand for Unix-based EDI translation software, we have identified the vendors that offer Unix-based products. This appendix lists the vendor, the vendor's address, telephone number, and point of contact.
Unix-Based Software Vendors

American Business Computer
1170 Eisenhower Place
Ann Arbor, MI 48108
Anne Hurtubise
(313) 973-6600

Baggerly & Associates
1420 N. Claremont Boulevard, Suite 209C
Claremont, CA 91711
Marketing Department
(714) 625-7917

Birmingham Computer Group, Inc.
1471 S. Woodward Avenue, Suite 275
Bloomfield Hills, MI 48302
Chuck Townsend
(313) 333-7300

Blue Rainbow Software International
1899 Powers Ferry Road, Suite 330
Atlanta/Marietta, GA 30067
Hans Plotzender
(800) 258-3433

CANAC Telecom
151 Front Street West, Suite 514
Toronto, Canada M5J2N1
Scott Beaver
(800) 668-2784
(416) 860-2815

DNS Associates, Inc.
One Militia Drive, Suite B1
Lexington, MA 02173
Marketing Department
(617) 862-8569
EDI Solutions, Inc.
7760 France Avenue South, Suite 1140
Minneapolis, MN 55435
David L. Schenk
(612) 831-9000

Electronic Data Systems
800 Tower Drive, 2nd Floor
Troy, MI 48007-7019
Kathleen Diz
(800) 365-8232

Integrated Telecommunication Software Corp.
3586 NW 95th Terrace
Sunrise, FL 33351
Phil Keminsky
(305) 748-6878

LEK Product Marketing Company, Inc.
2226 E. 117th Street
Burnsville, MN 55337
Larry Kramer
(612) 895-0192

Perwill EDI, Incorporated
6133 Rockside Road, Suite 402
Independence, OH 44131
Bill Bromley
(800) 969-3341
(216) 642-7565

Piedmont Systems, Inc.
4400 Silas Creek Parkway, Suite 300
Winston-Salem, NC 27104
Chuck Cloer
(919) 760-3620

RMS, Inc.
17187 N. Laurel Park Drive, Suite 204
Livonia, MI 48152
John Bennett
(313) 462-1200
Sprint
1875 I Street, N.W.
Washington, DC 20006
Margot Wall
(202) 416-6234

St. Paul Software
754 Transfer Road
St. Paul, MN 55114
Larry Haisting
(612) 641-0963

Userbase Systems, Inc.
9051 Executive Park Drive, Suite 300
Knoxville, TX 37923
Gary Neubert
(615) 691-0823
APPENDIX C

VENDOR INFORMATION

This appendix provides detailed information on the products offered by each of the EDI software vendors, including hardware operating environment, product pricing, availability on General Services Administration or Department of Defense procurement contracts, and third-party networks directly accessed by the software.
Advanced Communications Systems

Address: 25054 Lorain Road
North Olmsted, OH 44070

Contact: Tom Palubinskas
Bob Stone

Phone: (800) 223-5424
(216) 779-5424

Product: ACSPCX12

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2, with 20MB hard disk, 640K RAM, MS-DOS 3.0

EDI Standards Supported: TDCC, AIAG, X12, ANSI subsets

Pricing:

Basic Package Cost:
$1,650; Outbound transaction sets cost an additional $295 each; all inbound transaction sets are included
$2,450; (Includes all outbound and inbound transaction sets.)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $595

Maintenance Fee Includes: Software enhancements, standards updates, telephone support

Training Fee: On-site installation is available; call vendor

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: Control Data; GEIS; RAILINC; CompuServe; Ford; GM; Walmart; Service Merchandise; IBM; CTX; BT Tymnet
Vendor Experience

Year Company Founded: 1985
Date Package First Available: 1987

EDI Professional Staff Resources

Technical Staff: 6
Hot Line: 2
Total: 15

Miscellaneous Information: Revenue is derived exclusively from EDI services.

Programming Language Used by Package: COBOL
Advantage Systems, Inc.

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

Contact: David Williams

Phone: (313) 588-3480

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 to $9,000 depending on model

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: System 36 — $400, AS/400 — $450 to $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: Control Data, BT Tymnet

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 is not restricted to that industry.

Programming Language Used by Package:
System 36 – RPG II
AS/400 – RPG 400
American Business Computer

Address: 1170 Eisenhower Place
Ann Arbor, MI 48108

Contact: Anne Hurtubise

Phone: (313) 973-6600

Product:
- EDE-PC (written for automotive industry)
- EDI-ExCel/PC
- EDI-ExCel/Unix
- EDI-Server (intelligent gateway processor)

Hardware/Operating System Environment:
- EDE-PC: IBM compatible PC
- EDI-ExCel/PC: IBM compatible PC
- EDI-ExCel/Unix: AT&T 3B family; NCR Tower (Unix or SCO Xenix); HP9000; Gould-UX; IBM RS/6000; Arix; Sequoia; Sun; and others
- EDI-Server: AT&T 3B family; NCR Tower; HP9000; IBM RS/6000

EDI Standards Supported: X12, TDCC, WINS, UCS

Pricing:

<table>
<thead>
<tr>
<th>Hardware/OS Environment</th>
<th>Basic Package Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>EDE-PC</td>
<td>$2,000 - $5,000</td>
</tr>
<tr>
<td>EDI-ExCel/PC</td>
<td>$3,000 - $8,000</td>
</tr>
<tr>
<td>EDI-ExCel/Unix</td>
<td>$5,000 - $35,000</td>
</tr>
<tr>
<td>EDI-Server</td>
<td>$15,000 - $100,000</td>
</tr>
</tbody>
</table>

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: EDE-PC, EDI-ExCel, and EDI-Server — 15 percent of retail software cost

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

Training Fee: Included if at vendor's location; if at user's location, travel and living expenses.

Additional Fees: Not available
GSA/DoD Schedules or Contracts: EDI-ExCel is available to DoD activities through the Air Force’s Standard Multiuser Small Computer Requirements Contract (SMSCRC), Modification #24.

Networks Directly Accessed: GEIS; CompuServe; IBM; Kleinschmidt; ORDERNET; Telenet; Chrysler; Ford; GM; AT&T; BT Tymnet

Vendor Experience

Year Company Founded: 1976


EDI Professional Staff Resources

Technical Staff: 15

Hot Line: 6

Total: 40

Miscellaneous Information: Vendor is owned by TSM Computing Group, a subsidiary of Thomas Monaghan, Inc. EDE-PC is sold as a “solution” product for the automotive industry; EDI-ExCel and EDI-Server are not industry specific.

Programming Language Used by Package:
EDE-PC: Available in both BASIC and C
EDI-ExCel: C
EDI-Server: C and Informix database
American Custom Software, Inc.

Address: 2420 Fisk Road
         Cookeville, TN 38501

Contact: Robert Sparkman

Phone:   (615) 537-6516

Product: BPT (Business Partner Translator)

Hardware/Operating System Environment: IBM compatible PC, XT, AT, PS/2, with
10MB hard disk, 640K RAM, MS-DOS 3.0 (will operate on Novell Network)

EDI Standards Supported: X12, AIAG, VICS, UCS, TDCC, WINS, GM, Ford

Pricing:

   Basic Package Cost:
   One trading partner: $2,495
   Multiple trading partners (includes setup for first 10 partners): $3,995
   After tenth partner: $295 per transaction set

   Additional Charge Per EDI Standard: None

   Additional Charge Per Transaction Set: See above

   Annual Maintenance Fee: 15 percent of software cost

   Maintenance Fee Includes: EDI help desk, standards updates, software
                              enhancements

   Training Fee: On site: $625 per day plus expenses

   Additional Fees: None

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; IBM; Control Data; Kleinschmidt; BT Tymnet;
                           RAILINC; Sears; Harbinger; ORDERNET

Vendor Experience

   Year Company Founded: 1984

   Date Package First Available: 1988
EDI Professional Staff Resources

Technical Staff: 12

Hot Line: 5

Total: 19

Miscellaneous Information: First wrote EDI translation software for the automobile industry in 1984. Also provides consulting, implementation services, and EDI education.

Programming Language Used by Package: BASIC, C, Assembly
The APL Group, Inc.

Address: 644 Danbury Road
Wilton, CT 06897

Contact: Stuart Sawabini
Phone: (203) 762-3933

Product: QualEDI

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2 with MS-DOS 3.1 or higher; recommend 16 megahertz or higher and a minimum 10MB hard drive

EDI Standards Supported: X12, TDCC, UCS, VICS, WINS, EDIFACT

Pricing:

Basic Package Cost:
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
(Vendor offers volume discounts)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:
Workstation single trading partner: $475
Workstation multiple trading partners: $575
Front-end single trading partners: $575
Front-end multiple trading partners: $700

Maintenance Fee Includes: Hot line, software enhancements, standards updates, and all transaction sets currently used as well as those requested in the future.

Training Fee: On site: $500 per day plus travel and expenses

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None
Networks Directly Accessed: BT Tymnet; ORDERNET; Kleinschmidt; GEIS; CompuServe; TranSettlements; RAILINC; Ford; AT&T; Telecom Canada; IBM; Sears; WalMart

Vendor Experience

Year Company Founded: 1983
Date Package First Available: 1984

EDI Professional Staff Resources

Technical Staff: 7
Hot Line: 6
Total: 20

Miscellaneous Information: Vendor also provides EDI project management consulting and will provide customized software configuration.

ANSI experience is primarily in the purchasing functions.

Programming Language Used by Package: APL, C, Assembly
Baggerly & Associates

Address: 1420 N. Claremont Boulevard, Suite 209C
Claremont, CA 91711

Contact: Marketing Department

Phone: (714) 625-7917

Product: *EDI*FOCUS*

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2 with 20MB hard disk, 640K RAM, MS-DOS 3.0; DEC VMS; Unix platforms

EDI Standards Supported: X12, TDCC, VICS, WINS, UCS

Pricing:

Basic Package Cost:
PC: $945 — Translator and data input screens only; applications system interface and communications software are not included.
$2,495 — Interface to applications system (flat file) and host interface (permits computer to operate as a front-end computer).

DEC and Unix platforms: Call vendor

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $150 for *EDI*FOCUS*; $450 for interface module; call vendor for maintenance prices on DEC and Unix platforms.

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

Training Fee: Varies depending on the extent of training required.

Additional Fees: Telephone support consultation; call for hourly rate.

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: AT&T EasyLink; GEIS; IBM; BT Tymnet; AT&T
Vendor Experience

Year Company Founded: 1983
Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: 8
Hot Line: 3
Total: 14

Miscellaneous Information: Vendor can also provide custom application development and implementation support.

Programming Language Used by Package:
PC: C
DEC and Unix platforms: INGRES
Bell Atlantic Network Services, Inc.

Address: 1310 N. Courthouse Road, 7th Floor
         Arlington, VA 22201

Contact: Marjorie MacArthur
Phone: (703) 974-3919

Product: IntelliTrade
         IntelliTrade Plus – includes communications software

Hardware/Operating System Environment: IBM compatible AT or PS/2 with MS-DOS 2.0 or higher

EDI Standards Supported: X12 and most subsets

Pricing:

Basic Package Cost: $799 if purchased at trading partner seminar; otherwise $999

Additional Charge Per EDI Standard: $15—$50

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $144—$480

Maintenance Fee Includes: Software enhancements, standards updates

Training Fee: None

Additional Fees: None

GSA/DoD Schedules or Contracts: EDI products are available to DoD on the Telecommunications Modernization Project (TEMPO) contract.

Networks Directly Accessed: Harbinger*EDI; ORDERNET; Sears; BT Tymnet; GEIS; IBM; hot line is included if Bell Atlantic’s EDI VAN is used.

Vendor Experience

Year Company Founded: 1984

Date Package First Available: 4th quarter 1990
EDI Professional Staff Resources

Technical Staff: 3

Hot Line: 5

Total: 5

Miscellaneous Information: Bell Atlantic has an agreement with Harbinger*EDI Services to use Harbinger's InTouch*EDI products as the basis for the IntelliTrade products.

Programming Language Used by Package: C
Birmingham Computer Group, Inc.

Address: 1471 S. Woodward Avenue, Suite 275
Bloomfield Hills, MI 48302

Contact: Chuck Townsend

Phone: (313) 333-7300

Product: DOC-U-MAP: communications and translation software module with data mapping

Hardware/Operating System Environment: Unix; HP3000 (MPE); DEC VAX (VMS); IBM compatible XT, AT, PS/2, with MS-DOS 2.1 or higher, 10MB hard disk, 512K 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 - $9,200, includes one trading partner and DOC-U-MAP; $1,000 for each additional trading partner
HP3000 and VAX: $11,000 - $35,000, includes one trading partner and DOC-U-MAP; $1,500 for each additional trading partner
Unix platforms: $11,200, unlimited trading partners, all EDI standards, and DOC-U-MAP

Additional Charge Per EDI Standard: Microcomputer: $1,900; HP3000, VAX: $4,500

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 12 percent of purchase price

Maintenance Fee Includes: Standards updates, hot-line support, new software releases

Training Fee: $60 per hour at vendor location; on site, travel and living expenses are extra.

Additional Fees: Source code available for $15,000

GSA/DoD Schedules or Contracts: None
Networks Directly Accessed: IBM; GEIS; Control Data; BT Tymnet; and other major vendors

Vendor Experience

Year Company Founded: 1984
Date Package First Available: 1985

EDI Professional Staff Resources

Technical Staff: 6
Hot Line: 3
Total: 9

Miscellaneous Information: Other services available include order entry systems, manufacturing materials requirement planning software systems, bar coding systems, and consulting.

Programming Language Used by Package: COBOL
Blue Rainbow Software International

Address: 1899 Powers Ferry Road, Suite 330
Atlanta/Marietta, GA 30067

Contact: Hans Plotzender

Phone: (800) 258-3433

Product: MULTINET/36, /38, /400
MULTINET/AIX
MULTINET/HP-UX
MULTINET/SUN
MULTINET/PC
MULTINET/2

Hardware/Operating System Environment: IBM compatible PC AT, 386, or 486 with MS-DOS 5.0 or higher, or OS/2; AS/400; System 36; System 38; IBM RS/6000 (AIX); HP9000 (HP-UX); SUN (SUN-0S)

EDI Standards Supported: X12, TDCC, UCS, WINS, EDIFACT, TRADACOMS

Pricing:

Basic Package Cost:
MULTINET/400: $4,900—$28,000
MULTINET/38: $9,000
MULTINET/36: $5,700
MULTINET/AIX/HP-UX, SUN: $4,900—$21,000
MULTINET/PC: $3,550
MULTINET/PC w/data entry toolkit: $5,650
MULTINET/2: $4,500

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: MULTINET/PC and MULTINET/2: 20 percent of current purchase price or no fee and $2 per minute for a 900 telephone support number (30-day money back guarantee). All other products: first 6 months are free, then 15 percent of current purchase price (100-day money back guarantee).

Maintenance Fee Includes: Hot line, standards updates, and software enhancements
Training Fee: Product training is included in purchase price. Three days of EDI education is $595 per person at vendor site.

Additional Fees: None

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: All major VANs.

Vendor Experience

Year Company Founded: 1986
Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: 10
Hot Line: 11
Total: 31

Miscellaneous Information: Vendor provides turn-key solutions and EDI integration services.

Programming Language Used by Package:
MULTINET/36, /38, /400: RPG
Other products: C++
Cable & Wireless Communications, Inc.

Address: 1919 Gallows Road
          Vienna, VA 01851

Contact: Local Representatives throughout United States

Phone: (800) 486-6367

Product: EDI*CENTRAL™ Software for the Wang VS

Hardware/Operating System Environment: Wang VS computers, VS Operating System Version 7.10.00 or greater

EDI Standards Supported:
Sold in three “Standard Sets”:
  ANSI X12 plus VICS
  TDCC plus UCS and WINS
  EDIFACT (including CEFIC)

Pricing:

Basic Package Cost: $8,500, $13,000, or $19,000 depending on model of VS computer. (Includes Translator, Translator Interface, and the On-line Interface)

Additional Charge Per EDI Standard: One “standard set” free, second and third are $2,000 each.

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $1,300; $2,000; or $2,900 depending on VS model

Maintenance Fee Includes: Software enhancements, standards updates

Training Fee:
  ANSI X12 Class (on-site, 8 attendees) — $1,000 plus instructor’s travel and expenses
  EDI*CENTRAL for the Wang VS Implementor’s Class — on-site, 8 attendees, $3,000 plus travel and living expenses
  EDI*CENTRAL: $3,000 for 8 attendees on-site; travel and living expenses are extra
Additional Fees:
Optional on-site installation — $1,000 plus expenses
Optional application integration consulting (mapping and customization) — $8,000 for the first transaction set; $5,000 for each additional transaction set.

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: Requires Wang communications software to access EDI VANs.

Vendor Experience

Year Company Founded: 1987

Date Package First Available: 1989 for Wang VS. (GEIS introduced the first version of EDI*CENTRAL in 1986.)

EDI Professional Staff Resources

Technical Staff: Not available

Hot Line: Not available

Total: Not available

Miscellaneous Information: EDI*CENTRAL Software for the Wang VS is a derivative version of GE Information Services’ EDI*CENTRAL Software. It is sold, installed, and supported solely by Cable & Wireless Communications, Inc. EDI*CENTRAL is a trademark of General Electric Company, U.S.A. In function, EDI*CENTRAL Software for the Wang VS is almost identical to the GEIS EDI*CENTRAL package.

Programming Language Used by Package: ANSI 74 COBOL (Requires Wang COBOL Compiler Version 5.20.01 or greater.)
CANAC Telecom

Address: 151 Front Street West, Suite 514
Toronto, Canada M5J 2N1

Contact: Scott Beaver

Phone: (800) 668-2784
(416) 860-2815

Product: Pro-EDI

Hardware/Operating System Environment: IBM compatible PC with MS-DOS; Midrange HP; Unix. Also LAN compatible.

EDI Standards Supported: X12, TDCC, UCS, VICS, WINS

Pricing:

Basic Package Cost:
PC: $4,700
PC LAN Version: $6,700
HP: Call vendor
Unix: Call vendor

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: PC: $750; first year is free

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

Training Fee: One day included in purchase price

Additional Fees: N/A

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: All major networks

Vendor Experience

Year Company Founded: 1928

Date Package First Available: May 1991
EDI Professional Staff Resources

Technical Staff: Over 20
Hot Line: Over 5
Total: Over 25

Miscellaneous Information:

Programming Language Used by Package: MicroFocus COBOL
CAN/AM Tech Inc.

Address: 205 South Main Street
Slippery Rock, PA 16057

Contact: Norm Morrison

Phone: (412) 794-5884

Product: E-Z Order

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2 with MS-DOS 3.0, 20MB hard disk, 640 RAM

EDI Standards Supported: X12, TDCC, EDIFACT

Pricing:

Basic Package Cost: $1,495 (includes communications and first year maintenance)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $300

Maintenance Fee Includes: Upgrades to standards, software enhancements, hot line, reduced rate on any additional transaction sets required in the future

Training Fee: None

Additional Fees: $500 per day for customized data entry screens, reports, and flat-file interfaces

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; Infonet; Sears; IBM. (Additional networks can be accessed upon request.)

Vendor Experience

Year Company Founded: 1985

Date Package First Available: 1987
EDI Professional Staff Resources

Technical Staff: 2 plus contract programmers

Hot Line: 2

Total: 4

Miscellaneous Information: Vendor's software can be used to create electronic catalogs.

Programming Language Used by Package: Borland Turbo C
Data Dispatch Corporation

Address: 4375 Fair Lakes Court, Suite 2020
Fairfax, VA 22033-4234

Contact: Dave Hermens

Phone: (703) 818-0207

Product: EDI/SYNAPSE

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2 with MS-DOS 3.0, or higher, 10MB hard disk, 640K RAM

EDI Standards Supported: X12, TDCC, EDIFACT

Pricing:

Basic Package Cost: Determined by distributor

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Determined by distributor

Maintenance Fee Includes: Updates to standards, software enhancements, telephone support

Training Fee: Determined by distributor

Additional Fees: None

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: RAILINC (uses a proprietary interchange envelope header); GEIS; IBM; ORDERNET

Vendor Experience

Year Company Founded: 1983

Date Package First Available: 1986
EDI Professional Staff Resources

  Technical Staff: 3

  Hot Line: 1

  Total: 5

Miscellaneous Information: Sold exclusively through distributors, including RAILINC Corporation.

  Programming Language Used by Package: C
DIGIT Software, Inc.

Address:  P. O. Box 1425  
           Silver Spring, MD 20902

Contact:  Todd Ross

Phone:    (301) 593-8952

Product:  MacEDI

Hardware/Operating System Environment: Apple Macintosh

EDI Standards/Transaction Sets Supported:  X12, TDCC, WINS, VICS, UCS, EDIFACT

Pricing:

  Basic Package Cost:  $1,950 for transaction manager; data mapper available for additional fee.

  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 updates

Training Fee:  Not available

Additional Fees:  Communications software may be purchased.

GSA/DoD Schedules or Contracts:  None

Networks Directly Accessed:  AT&T; BT Tymnet; ORDERNET; IBM; GEIS; Control Data; RAILINC; Sears; Kleinschmidt

Vendor Experience

  Year Company Founded:  1988

  Date Package First Available:  1988
EDI Professional Staff Resources

Technical Staff: 3
Hot Line: 3
Total: 3

Miscellaneous Information:

Programming Language Used by Package: C
Digital Equipment Corporation

Address: 10 Tara Boulevard
Nashua, NH 03062

Contact: Mark Hayward

Phone: (603) 884-0676

Product: DEC/EDI — includes EDI translator and communications server.
FileBridge — supports table-driven mapping to an existing application.

Hardware/Operating System Environment: DEC VAX (VMS), IBM MVS/C'CS

EDI Standards Supported: X12, TDCC, EDIFACT, VICS, WINS, UCS, ODETTE

Pricing:

Basic Package Cost:
DEC/EDI: $10,000 and up depending on processor size
DEC/EDI, FileBridge, and Start-up Services: From $27,000

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.

Training Fee: Varies

Additional Fees: None

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; BT Tymnet; AT&T; Harbinger; IBM; Sears; Sprint; ORDERNET; Telecom Canada

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: Vendor provides business and technical consulting services.

Programming Language Used by Package: C
Vendor also offers HostBridge for DEC/EDI, which is an add-on product that integrates client applications on IBM System 370 and System 390 processors running under MVS/CICS with any VAX/VMS-based processor running DEC/EDI and FileBridge for DEC/EDI software.
DNS Associates, Inc.

Address: One Militia Drive, Suite B1
         Lexington, MA  02173

Contact: Marketing Department

Phone:   (617) 862-8569

Product: EDI/Entry — a system without an application interface
         EDI/Edge

Hardware/Operating System Environment: Any MS-DOS computer with 40MB hard
         disk, 640K RAM. MS-DOS 2.0; 386 computers with Xenix or Unix; RS/6000;
         Motorola; Sequent; HP; DEC VAX (VMS or Ultrix); Apollo; Gould. (Company will
         port translator to any Unix platform.)

EDI Standards Supported: X12, TDCC, WINS, UCS, EDIFACT

Pricing:

Basic Package Cost:
   EDI/Entry: $1,500
   EDI/Edge: $2,500

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $500

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

Training Fee: $500 for 2-day class

Additional Fees: Partner sets — various prices

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: BT Tymnet; GEIS; CompuServe; Kleinschmidt;
         Control Data; IBM; Western Union; AT&T; ORDERNET; Harbinger; Sears
Vendor Experience

Year Company Founded: 1979
Date Package First Available: 1986

EDI Professional Staff Resources

Technical Staff: 11
Hot Line: 3
Total: 14

Miscellaneous Information: Vendor can provide consulting and implementation services.

Programming Language Used by Package: C
Dynamic Business Systems

Address: International Business Center
3256 W. 25th Street
Cleveland, OH 44109

Contact: Dennis Chatfield
Phone: (216) 398-6088

Product: Trans-Sync

Hardware/Operating System Environment: IBM compatible PC, XT, AT, 386 with MS-DOS 3.3; 386 is recommended. (Also supports Novell network.)

EDI Standards Supported: X12, TDCC

Pricing:
- Basic Package Cost: $2,895 (includes maintenance for first year)
- Additional Charge Per EDI Standard: None; maintained by user
- Additional Charge Per Transaction Set: None; maintained by user
- Annual Maintenance Fee: $600
- Maintenance Fee Includes: Software enhancements, hot line
- Training Fee: $75 per hour (on-site installation and training at no cost in local area)
- Additional Fees: $75 per hour for customization
- GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; Sears; BT Tymnet; RAILINC; ORDERNET; GM; IBM; Chrysler; Ford

Vendor Experience
- Year Company Founded: 1985
- Date Package First Available: 1986
EDI Professional Staff Resources

Technical Staff: 3
Hot Line: 2
Total: 5

Miscellaneous Information: Integrated with MAS90 application software.

Programming Language Used by Package: C
EDI Able, Inc.

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

Contact: Lawrence Spoerl
Phone: (800) 622-6118
(215) 993-0851

Product: FrEDI

Hardware/Operating System Environment: IBM compatible PC with MS-DOS

EDI Standards Supported: X12, TDCC, UCS, WINS, UCS

Pricing:

**Basic Package Cost:** $995 — $3,495
Special pricing programs are available to Government trading partners.

**Additional Charge Per EDI Standard:** None

**Additional Charge Per Transaction Set:** $49 — $295

**Annual Maintenance Fee:** $295 — $1,095

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

**Training Fee:** No charge for installation via telephone; on-site installation and training varies by location.

**Additional Fees:** Proprietary formats, programming, and consulting

**GSA/DoD Schedules or Contracts:** None

**Networks Directly Accessed:** Remarkets AT&T, IBM, BT Tymnet, and Sears EDI VAN services; provides full support. Will provide connectivity to other VANs upon request.

**Vendor Experience**

**Year Company Founded:** 1982
**Date Package First Available:** 1987
EDI Professional Staff Resources

Technical Staff: 9
Hot Line: 11
Total: 35

Miscellaneous Information: A relational database, Dbase, has been integrated into FrEDI. Vendor is currently developing a health-care-based EDI product that will be available on the IBM RS/6000.

Programming Language Used by Package: R/Basic, C
EDI, Inc.

Address: 19650 Club House Road
Gaithersburg, MD 20879

Contact: L. Dale Sortland
Phone: (301) 670-0811

Product: TELINK

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2, with minimum 20MB hard disk, 640K RAM, MS-DOS 3.1 or higher; Tandem mainframes; Unisys 6000 Series

EDI Standards Supported: X12, TDCC, UCS, WINS

Pricing:

Basic Package Cost:
Microcomputer: $3,500, includes the 997 functional acknowledgment and one additional transaction set, one communication interface, and first year maintenance
Tandem: $25,000 - 37,000, includes 4 transaction sets
Unisys: $11,200 - 22,500, includes 4 transaction sets

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: Microcomputer: $300; Tandem: $500; Unisys: $500

Annual Maintenance Fee: Microcomputer: $750; Tandem and Unisys: 15 percent of software cost

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

Training Fee: $525 per person for 1½ days at vendor location for PC-based package; Tandem- or Unisys-based packages are $1,000 per day plus expenses at on-site location.

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

GSA/DoD Schedules or Contracts: None
Networks Directly Accessed:  GEIS; ORDERNET; Kleinschmidt; BT Tymnet; RAILINC; Control Data; Telecom Canada; TranSettlements; Western Union; IBM; CompuServe; Sears; 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:  14
Hot Line:  3
Total:  35

Miscellaneous Information:  Vendor also markets an EFT product, “MONEYLINK”, and provides consulting services.

Programming Language Used by Package:
Microcomputer:  FORTRAN 77
Tandem:  FORTRAN 77 and C
Unisys:  FORTRAN 77 and C
EDI Solutions, Inc.

Address: 7760 France Avenue South, Suite 1140
Minneapolis, MN 55435

Contact: David L. Schenk

Phone: (612) 831-9000

Product: EDItran – Translation management system
EDImap – User-definable application interface system
EDIfast – Realtime translation management system

Hardware/Operating System Environment: IBM MVS (DOS/VSE); DEC VAX (VMS); HP (MPE/V, MPE/XL); Stratus (VOS); Unix for HP9000, RS/6000, Sun, AS/400, and IBM compatible PC

EDI Standards Supported: X12, TDCC, EDIFACT, VICS, UCS, WINS

Pricing:

**Basic Package Cost:**
Price is based on hardware configuration and includes source code.

- EDItran: $19,000 – $45,000
- EDImap: $2,000 – $5,000
- EDIfast: $60,000 – $75,000

**Additional Charge Per EDI Standard:** None

**Additional Charge Per Transaction Set:** None

**Annual Maintenance Fee:** First year is free; then 15 percent of the current purchase price.

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

**Training Fee:** 2 days of on-site installation are included in basic package cost.

**Additional Fees:** Quoted by project; $110/hour base fee.

**GSA/DoD Schedules or Contracts:** None

**Networks Directly Accessed:** Software is network independent.
Vendor Experience

Year Company Founded: 1986

Date Package First Available:
EDItran: 1985
EDIfast: 1992

EDI Professional Staff Resources

Technical Staff: 20
Hot Line: 4
Total: 34

Miscellaneous Information:

Programming Language Used by Package: ANSI COBOL
EDICT Systems

Address: 1619 Mardon Drive
Dayton, OH 45432

Contact: Jason K. Wadzinski

Phone: (513) 429-4288

Product: Formula_One

Hardware/Operating System Environment: IBM compatible XT, AT with
MS-DOS 3.3 or higher

EDI Standards Supported: X12 and its subsets

Pricing:

- **Basic Package Cost:** $995
- **Additional Charge Per EDI Standard:** None
- **Additional Charge Per Transaction Set:** None
- **Annual Maintenance Fee:** $200
- **Maintenance Fee Includes:** Standards updates, software enhancements, hot line
- **Training Fee:** N/A
- **Additional Fees:** Custom reports $150; custom reformats $300
- **GSA/DoD Schedules or Contracts:** None

Networks Directly Accessed: All major EDI VANs. (First connection is free,
additional connections are $300 each.)

Vendor Experience

- **Year Company Founded:** 1990
- **Date Package First Available:** March 1991
EDI Professional Staff Resources

Technical Staff: 4

Hot Line: Not available

Total: 10

Miscellaneous Information:

Programming Language Used by Package: Turbo Pascal 6.0, Assembly
Electronic Data Systems

Address: 800 Tower Drive, 2nd Floor
Troy, MI 48007-7019

Contact: Kathleen Diz

Phone: (800) 365-8232

Product:
- EDI*ASSET (DOS)
- EDI*EXPERT (Unix)

Hardware/Operating System Environment:
IBM compatible PC, XT, AT, 386 with MS-DOS 3.1 or higher; Sun 3; Sun (SPARC); AT&T 3B2; Motorola Delta 5000; NCR Tower (Unix); RS/6000; Sequent; Prime

EDI Standards/Transaction Sets Supported: X12, TDCC

Pricing:

Basic Package Cost:
- EDI*ASSET: $2,500 plus $600 for each group of transaction sets
- EDI*EXPERT: $10,000 plus $2,000 for each group of transaction sets

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: EDI*ASSET: $500; EDI*EXPERT: $1,000

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

Training Fee: Depends upon knowledge of user.

Additional Fees: None

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed:
- All major third-party networks; EDI*EXPERT communications module costs $1,000 for each network to be accessed.
Vendor Experience

Year Company Founded: 1962

Date Package First Available:
DOS: 1987
Unix: 1990

EDI Professional Staff Resources

Technical Staff: Not available
Hot Line: 20
Total: Not available

Miscellaneous Information: Vendor is a wholly-owned subsidiary of General Motors.

Programming Language Used by Package:
EDI*Asset: C
EDI*Expert: C
ExtoL, Inc.

Address: 99 North Line Street
P. O. Box 29
Frackville, PA 17931

Contact: Anthony Baran
Phone: (717) 874-0695
Product: ExtoL EDI Integrator

Hardware/Operating System Environment: IBM AS/400
EDI Standards Supported: X12, TDCC, UCS, WINS, EDIFACT

Pricing:

Basic Package Cost: $20,000 – $50,000 depending on processor size
Additional Charge Per EDI Standard: None
Additional Charge Per Transaction Set: None
Annual Maintenance Fee: First year is free; then 12 percent of license fee.
Maintenance Fee Includes: Toll-free hot line, software enhancements, standards update
Training Fee: 2 days of installation and training are included in basic package cost (expenses are additional). Additional training is $750 per day.
Additional Fees: Not available
GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; IBM; ORDERNET; BT Tymnet

Vendor Experience

Year Company Founded: 1989
Date Package First Available: 1990
EDI Professional Staff Resources

Technical Staff: 3
Hot Line: 2
Total: 5

Miscellaneous Information:

Programming Language Used by Package: Synon/2E, RPG/400, CL
Foretell Corporation

Address: 155 North Pfingsten Road, Suite 210
         Deerfield, IL 60015

Contact: Les Conklin

Phone: (708) 317-9000

Product: Trading Partner PC

Hardware/Operating System Environment: IBM compatible 286 or 386 with MS-DOS 3.3 or higher

EDI Standards Supported: X12, EDIFACT, VICS

Pricing:

Basic Package Cost: Call vendor; includes a report writer; and purchase order, invoice, and functional acknowledgment transaction sets

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: Call vendor

Annual Maintenance Fee: Call vendor

Maintenance Fee Includes: Standards updates, software enhancements, hotline

Training Fee: Call vendor

Additional Fees: None

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: BT Tymnet; Control Data; GEIS; Sears; ORDERNET; IBM

Vendor Experience

Year Company Founded: 1985

Date Package First Available: 1985
EDI Professional Staff Resources

Technical Staff: 6

Hot Line: 6

Total: 20

Miscellaneous Information: Foretell Corporation was purchased by TSI International in 1991 and is now a division of TSI. Peripheral equipment, bisynchronous modems, and Windows 286 can be purchased.

Programming Language Used by Package: MicroSoft C
General Electric Information Services

Address: 401 North Washington Street
Rockville, MD 20850

Contact: Dick Donohoe
James Motyka

Phone: (301) 340-4000

Product: EDI*PC (accesses GE's network and other VANs)
EDI*Central Translator (communications software must be purchased to connect to the desired VAN)
EDI*Central Translator Interface
EDI*Central CICS Interface
EDI*Central TSO/ISPI Interface
EDI*Benchmark (includes all EDI*Central functionality, Translator Interface, and a PC-based mapping utility)

Hardware/Operating System Environment: EDI*PC – IBM compatible XT, AT, PS/2 with MS-DOS 3.3, 640K RAM, 7MB free on hard disk
EDI*Central, EDI*Benchmark – IBM mainframe with MVS or DOS/VSE; DEC VAX; Prime mainframe; Honeywell DPS-6; Honeywell DPS-8; Honeywell DPS-9; HP3000; Amdahl; Unisys; Wang; ICL; Bull

EDI Standards Supported: X12, TDCC, UCS, WINS, EDIFACT

Pricing:

Basic Package Cost:
EDI*PC: $695 for Federal Government; $1,450 for commercial purchasers (includes one set of EDI standards).
EDI*Central Translator: $9,500 for Federal Government; $20,000 for commercial purchasers (includes Translator and Translator Interface, one set of EDI standards, and 4 days of training for one person).
(Additional Charge Per EDI Standard:
EDI*PC: $200
EDI*Central: $3,000
EDI*Benchmark: Call vendor.

Additional Charge Per EDI Standard:
EDI*PC: $200
EDI*Central: $3,000
EDI*Benchmark: Call vendor.
Additional Charge Per Transaction Set: None

Annual Maintenance Fee:
EDI*PC: None, maintenance for additional standards is $200.
EDI*Central: First 12 months are free; thereafter, $3,150; maintenance for additional standards is $450.

Maintenance Fee Includes: Toll-free hot line, standards updates, software enhancements; future enhancements may not be included.

Training Fee:
EDI*PC: Free telephone training
EDI*Central: Included for 1 person; classroom instruction available
EDI*Benchmark: Call vendor

Additional Fees: Consulting assistance: Call vendor

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: EDI*PC includes the communications software needed to access GEIS and other major networks; EDI*Central can access other major networks in addition to GEIS with optional communications software.

Vendor Experience

Year Company Founded: 1879

Date Package First Available:
EDI*PC: 1986
EDI*Central: 1988
EDI*Benchmark: 1992

EDI Professional Staff Resources

Technical Staff: 145
Hot Line: 29
Total: 194

Miscellaneous Information: Toll-free hot line. User may purchase network interface software for access to GEIS's EDI VAN and the Defense Data Network.

Programming Language Used by Package:
EDI*PC: C, Pascal
EDI*Central: COBOL
Grace Computer Resources, Inc.

Address: 204 Merchants Drive
Norcross, GA 30093

Contact: Roy Leffew, Jr.

Phone: (404) 939-1743

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: $895, includes free transaction set map; additional "new" transaction sets are $100
EDI-Ware Map: $895, allows user to map to user-defined database internal to EDI-Ware
EDI-Ware Batch Generator: $295, allows unattended operations

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: $100 for each new transaction set for EMS.

Annual Maintenance Fee: EMS: $150; Map: $500

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

Training Fee: $115 per hour on-site

Additional Fees: Offers IBM network mailbox; call company for details.

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: IBM, Control Data, AT&T; ORDERNET
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: Vendor offers additional consulting services.

Programming Language Used by Package: Visual COBOL
Harbinger*EDI Services

Address: 1800 Century Place, Suite 340
         Atlanta, GA 30345

Contact: Deborah Gallagher

Phone: (404) 320-1636

Product: InTouch*EDI — data input screens only; no application interface
         InTouch*EDI PLUS — includes application interface

Hardware/Operating System Environment: IBM compatible PC, XT, AT, PS/2 with
                                     10MB, 640K RAM, MS-DOS 3.0 or higher

EDI Standards Supported: X12, TDCC, WINS, UCS, EDIFACT

Pricing:

Basic Package Cost:
In Touch *EDI: $1,295, all transaction sets, network setup
In Touch *EDI PLUS: $1,995, above plus application interface
Volume discounts are available.

Additional Charge Per EDI Standard: Call vendor

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: InTouch*EDI: First 12 months are free, then
                        $120/year. InTouch*EDI PLUS: First 6 months are free, then $300/year.

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

Training Fee: Call vendor

Additional Fees: Call vendor

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: Uses only Harbinger network; interconnects are
                            available to other major networks.
Vendor Experience

Year Company Founded: 1983
Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: 40
Hot Line: 15
Total: 80 (including network services personnel)

Miscellaneous Information: Vendor is partly owned by Westinghouse Electric Corporation; vendor will provide customized EDI services upon request.

Programming Language Used by Package: C, Btrieve
Integral Systems, Inc.

Address: 14492 Sheldon Road, Suite 300
          Plymouth, MI 48170

Contact: Sue DeMaester

Phone: (800) 234-7253
       (313) 459-7760

Product: Wright EDI

Hardware/Operating System Environment: IBM System 36, System 38, AS/400

EDI Standards Supported: X12, WINS, VICS, TDCC, AIAG

Pricing:

Basic Package Cost:
System 36: $5,000
System 38: $7,000
AS400: $6,000—$18,000

(Basic package includes translator, communications software, and management reports.)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: $500

Annual Maintenance Fee: 18 percent of total current value of package; first 90 days are free.

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

Training Fee: $600 per day

Additional Fees: Vendor will program custom interfaces for $75 per hour.

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: IBM; GEIS; Control Data; Kleinschmidt; ORDERNET; Sears; GM; Ford; Chrysler. (Vendor will access additional networks as requested by a user; 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: 10
Hot Line: 4
Total: 18

Miscellaneous Information: Vendor's X12 experience is primarily in the automotive industry; vendor provides some consulting services.

Programming Language Used by Package: RPG and Synon (CASE Tool)
Integrated Telecommunication Software Corp.

Address: 3586 NW 95th Terrace
Sunrise, FL 33351

Contact: Phil Keminsky

Phone: (305) 748-6878

Product: SDIS – Standards Driven Interface System

Hardware/Operating System Environment: IBM compatible XT, AT, or 386 with MS-DOS, Unix, or Xenix

EDI Standards Supported: X12, TDCC, VICS, UCS, EDIFACT

Pricing:

   Basic Package Cost: $1,995

   Additional Charge Per EDI Standard: None

   Additional Charge Per Transaction Set: None

   Annual Maintenance Fee: $1,200

   Maintenance Fee Includes: Software enhancements, standards updates, new trading partners, hot line

   Training Fee: None

   Additional Fees: None

   GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: IBM; BT Tymnet; ORDERNET; Control Data; GEIS; Harbinger; Sprint; Sears

Vendor Experience

   Year Company Founded: 1982

   Date Package First Available: 1989
EDI Professional Staff Resources

Technical Staff: 5

Hot Line: (Technical staff also supports hot line.)

Total: 8

Miscellaneous Information:

Programming Language Used by Package: COBOL Reilia and MicroFocus COBOL
Intercoastal Data Corp

Address: 129 Bankhead Avenue
         Carrollton, GA  30117

Contact: Randy Pete

Phone:  (404) 834-6469

Product Name: 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; $500 per day at vendor site

Additional Fees: None

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: IBM; GEIS; ORDERNET; Sears; WalMart (others upon request)

Vendor Experience

Year Company Founded:  1972

Date Package First Available:  1987
EDI Professional Staff Resources

Technical Staff: 4
Hot Line: 2
Total: 8

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
International Business Machines

Address: 3405 West Buffalo Avenue
Mail Drop S405A
Tampa, FL 33630

Contact: Mike McElroy

Phone: (813) 878-4118

Product: Data Interchange/MVS
          Data Interchange/CICS
          PC QuickEDI
          PC QuickEDI Plus

Hardware/Operating System Environment: IBM mainframe 9370-3090 (MVS/TSO);
IBM compatible AT with DOS

EDI Standards Supported: X12, EDIFACT, TDCC, UCS, AIAG

Pricing:

Basic Package Cost:
- Data Interchange/MVS: $18,000 – $38,000
- Data Interchange/CICS: $18,000 – $38,000
- PC QuickEDI: $1,795
- PC QuickEDI Plus: $1,795

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:
- Data Interchange/MVS: $761 – $1,224
- Data Interchange/CICS: $761 – $1,224
- PC QuickEDI: $730
- PC QuickEDI Plus: $980

Maintenance Fee Includes: Standards updates

Training Fee:
- Data Interchange/MVS: $1,010
- Data Interchange/CICS: $1,010
- PC QuickEDI: Not available
Additional Fees: Installation may be extra.

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: IBM; GEIS

Vendor Experience
  Year Company Founded: 1912
  Date Package First Available: 1989

EDI Professional Staff Resources
  Technical Staff: 100
  Hot Line: Not available
  Total: Not available

Miscellaneous Information: IBM PC QuickEDI and PC QuickEDI PLUS are DOS-based PC packages for use in a stand-alone mode; they include a customized application system. Vendor provides toll-free telephone support.
  Programming Language Used by Package: Not available
LEK Product Marketing Company, Inc.

Address: 2226 E. 117th Street
Burnsville, MN 55337

Contact: Larry Kramer

Phone: (612) 895-0192

Product: EDIpl Translation Software

Hardware/Operating System Environment: IBM compatible AT, 386 or other hardware with Unix and Unix-equivalent operating systems, including SCO Unix, SCO Xenix, XELOS, ALTOS Unix, AIX (RS/6000)

EDI Standards Supported: X12, TDCC, UCS, WINS, EDIFACT

Pricing:

Basic Package Cost:
System Integrator's license: $22,000 plus $250 per installation (includes one standards release)
Unix site license: $7,500 or higher depending on hardware (includes all standards)

Additional Charge Per EDI Standard: System Integrators: $5,000 per standards release

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Unix Site License or System Integrator: $2,000 minimum or 12 percent of license and standards fee

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

Training Fee: Call vendor

Additional Fees: Vendor will customize mapping of EDI data to application database formats; typically at a cost of $500 per transaction set.

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: Network interface software is not provided but vendor will write a script to use the VAN's communications software.
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: Vendor provides custom programming services.

Programming Language Used by Package: C
Lloyd Bush, Inc.

Address: 40 Broad Street
         New York, NY 10004

Contact: Marcy McKinley

Phone: (212) 809-8560

Product: X-Change

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2 with MS-DOS 3.0, 10MB hard disk, 640K RAM

EDI Standards Supported: X12, TDCC, AIAG, TCIF, VICS, UCS

Pricing:

   Basic Package Cost: $895 (Single trading partner versions can be distributed by hubs for $5 per copy.)

   Additional Charge Per EDI Standard: None

   Additional Charge Per Transaction Set: None

   Annual Maintenance Fee: None

   Maintenance Fee Includes: Software support

   Training Fee: No training required

   Additional Fees: Optional software upgrades available for $75—$100 (standards updates are included).

   GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: BT Tymnet; Western Union; GEIS; Control Data; ORDERNET; Sears

Vendor Experience

   Year Company Founded: 1971

   Date Package First Available: 1985
EDI Professional Staff Resources

Technical Staff: 4
Hot Line: 3
Total: 7

Miscellaneous Information: Vendor also provides financial consulting for municipal bonds, timesharing, and other products.

Programming Language Used by Package: C
MAXXUS, Inc.

Address: 140 Second Street, Suite 603
San Francisco, CA 94105

Contact: John Fountain
Phone: (415) 243-9690

Product: MAXX*EDI-ENTRY – send/receive capability only; no application interface
MAXX*TRANSLATOR – requires user operation
MAXX*EDI – has a manager and auto scheduler

Hardware/Operating System Environment: IBM compatible AT, 386, 486, with MS-DOS 3.0 or higher; networking capability

EDI Standards Supported: X12, TDCC, EDIFACT, WINS, VICS

Pricing:

Basic Package Cost:
MAXX*EDI-ENTRY: $1,500 – $2,500
MAXX*TRANSLATOR: $3,500 – $23,500
MAXX*EDI: $3,500 – $23,500

Additional Charge Per EDI Standard: None
Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 15 percent of software purchase price

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

Training Fee: $1,500 – $2,500, depending on package
Additional Fees: None

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: BT Tymnet; IBM; AT&T; GEIS; Harbinger. (Vendor will interface to any network requested by user at no charge.)
Vendor Experience

Year Company Founded: 1986
Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: Not available
Hot Line: Not available
Total: Not available

Miscellaneous Information: Vendor also sells EFT products including MAXX-ACH; all MAXX-products are modular and build upon one another.

Programming Language Used by Package: C
MPACT EDI Systems, Inc.

Address: 17197 North Laurel Park Drive
         Livonia, MI 48152

Contact: Don Hogan

Phone: (313) 462-2244

Product: MessageWay (includes XWAY translator and store-and-forward messaging)

Hardware/Operating System Environment: Tandem Non-Stop Systems

EDI Standards Supported: X12, TDCC, EDIFACT

Pricing:

   Basic Package Cost: $45,000 – $180,000 depending on the concurrent communications sessions required.
   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 vendor for prices.
   GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; RAILINC; Kleinschmidt; ORDERNET; BT Tymnet

Vendor Experience

   Date Package First Available: 1987
EDI Professional Staff Resources

Technical Staff: 45
Hot Line: 20
Total: 75

Miscellaneous Information: Vendor also provides EDI consulting and programming services.

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

Address: 204 East Jefferson Street
         Syracuse, NY 13202

Contact: Maryann Tracy

Phone: (315) 476-1564

Product: X-Caliber EDI

Hardware/Operating System Environment: IBM PC, PS/2 or compatible
                                       PC-DOS or MS-DOS, version 3.1 or greater

EDI Standards Supported: X12

Pricing:

  Basic Package Cost: $595
  Additional Charge Per EDI Standard: None
  Additional Charge Per Transaction Set: None
  Annual Maintenance Fee: $250

  Maintenance Fee Includes: Software enhancements, standards updates, toll-free hot-line, access to bulletin board

  Training Fee: $800 per day plus expenses on-site

  Additional Fees: Call vendor

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: All major VANs

Vendor Experience

  Year Company Founded: 1985
  Date Package First Available: May 1991
EDI Professional Staff Resources

Technical Staff: 3
Hot Line: 3
Total: 3

Miscellaneous Information: EDI consulting and seminars are also available.

Programming Language Used by Package: Clipper
Perwill EDI, Incorporated

Address: 6133 Rockside Road, Suite 402
Independence, OH 44131

Contact: Bill Bromley

Phone: (800) 969-3341
(216) 642-7565

Product: Microcomputer: ISM-EDI – A full system that can interface other packages, applications systems, and the HP3000.

Minicomputer: EDI/3000
EDI/Unix
EDI/AS400

Hardware/Operating System Environment: IBM compatible PC with MS-DOS or OS/2; AS/400; HP3000 MPE/XL; Unix systems include HP9000, HP800, NCR System 3000, Dell 325, NCR Tower, Pyramid

EDI Standards Supported: X12, TDCC, WINS, EDIFACT, SPEC2000

Pricing:

Basic Package Cost:
ISM-EDI: $7,000 – $27,000
EDI/3000: $7,000 – $27,000
EDI/Unix: Up to $27,000
AS/400: Up to $27,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: Call vendor

Annual Maintenance Fee:
Microcomputer: 18 percent of purchase price
Minicomputer: 15 percent of purchase price

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

Training Fee: Available upon request
Additional Fees: None

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; ORDERNET; IBM; AT&T; Harbinger; Sears; BT; Tymnet

Vendor Experience

Year Company Founded: 1973

Date Package First Available: 1986

EDI Professional Staff Resources

Technical Staff: 5

Hot Line: 2

Total: 10

Miscellaneous Information: Vendor will provide a 100 percent trade-in credit to customers that upgrade to a larger hardware platform.

Programming Language Used by Package: COBOL
Piedmont Systems, Inc.

Address: 4400 Silas Creek Parkway, Suite 300
Winston-Salem, NC 27104

Contact: Chuck Cloer

Phone: (919) 760-3620

Product: TEL-EDI
EDI Engine – designed to be linked to application systems, but does not have an application interface

Hardware/Operating System Environment: TEL-EDI – IBM compatible PC with MS-DOS, SCO Unix System V, or SCO Xenix; DEC VMS (Microvax and 8000 Series)
EDI Engine – DOS, Apple Macintosh, OS/2

EDI Standards Supported: X12, TDCC

Pricing:

Basic Package Cost:
TEL-EDI: $2,495
EDI Engine: Call vendor

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:
TEL-EDI base: $374.25
TEL-EDI data mapping utility: $200
EDI Engine: Not available

Maintenance Fee Includes: Not available

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

Additional Fees: Data mapping utility is available for $1,190.

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; BT Tymnet; Western Union; Kleinschmidt; IBM; Sears; ORDERNET; Control Data
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
Premenos Corp.

Address: 1000 Burnett Avenue, Suite 200
Concord, CA 94520

Contact: Michael Nelson

Phone: (510) 602-2000

Product: EDI/36
        EDI/38
        EDI/400
        EDI/e

Hardware/Operating System Environment: IBM System 36, System 38, AS/400,
RS/6000

EDI Standards Supported: All standards

Pricing:

Basic Package Cost:
Includes one network communications module
EDI/36: $5,700
EDI/38: $9,000
EDI/4XX: $6,000—$22,000
EDI/e: $15,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 15 percent of purchase price

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

Training Fee: $595; classes are scheduled monthly on the East Coast, Midwest, and West Coast.

Additional Fees: Additional network communications modules cost $700—
$1,000 depending on the computer used.

GSA/DoD Schedules or Contracts: None
Networks Directly Accessed: GEIS; ORDERNET; IBM; Control Data; AT&T; Western Union; Kleinschmidt; TranSettlements; CompuServe; Harbinger; Agri Data; Ford; Chrysler; GM; Walmart; Sears; BT Tymnet; Sprint

Vendor Experience

   Year Company Founded: 1987 (parent company formed in 1976)
   Date Package First Available: 1987

EDI Professional Staff Resources

   Technical Staff: 42
   Hot Line: 14
   Total: 68

Miscellaneous Information: Toll-free telephone support.

   Programming Language Used by Package: RPG, C, C++
Radley Business Computers, Inc.

Address: 23077 Greenfield Road  
Southfield, MI 48075

Contact: John Walczy

Phone: (800) 334-9934  
(313) 559-6858

Product: Radley-EDI

Hardware/Operating System Environment: DEC VAX/VMS

EDI Standards/Transaction Sets Supported: X12, TDCC, VICS, WINS, UCS, AIAG, EDIFACT

Pricing:

Basic Package Cost: $1,995 and up, based on number of trading partners

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: $800 per day plus expenses

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

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; IBM; Sears; Control Data; ORDERNET; Kleinschmidt; BT Tymnet

Vendor Experience

Year Company Founded: 1980

Date Package First Available: 1990
EDI Professional Staff Resources

Technical Staff: 8
Hot Line: 4
Total: 12

Miscellaneous Information:

Programming Language Used by Package: DIBOL
RF Parker Consulting

Address: 815 North Broad Street
Grove City, PA 16127

Contact: Richard F. Parker
Jan W. Parker

Phone: (412) 458-7576

Product Name: APP-EDI

Hardware/Operating System Environment: IBM compatible PC, AT, 386 or 486 with MS-DOS 3.3 or higher; MS-Windows 3.0 or higher under the DOS Shell system and DR-DOS 5.0 or higher; PS/2 with OS/2 1.1 or higher.

EDI Standards Supported: X12, TDCC, EDIFACT

Pricing:

Basic Package Cost:
PC base package: $2,000
Optional non flat-file translator: $1,500
Optional inter/intra document mapper: $1,500

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: None. EDI standards upgrades are $250 per version.

Maintenance Fee Includes: Hot line, software enhancements. (Hot-line support that exceeds 4 hours in a week, 15 hours in a month, or 80 hours for the year will be billed at $60 per hour.)

Training Fee: $500 per day plus travel and expenses; education classes are $1,500 per day

Additional Fees: Custom programming at $75 per hour

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS, Sears, TDSI, Traderoute, CompuServe
Vendor Experience

Year Company Founded: 1984
Date Package First Available: May 1992

EDI Professional Staff Resources

Technical Staff: 1.5
Hot Line: 1
Total: 2.5

Miscellaneous Information: Vendor also offers data base management, systems design, and consulting services. Translator allows import and export to and from spreadsheets, word processors, and commercially available data base products.

Programming Language Used by Package: C
RMS, Inc.

Address: 17187 N. Laurel Park Drive, Suite 204
Livonia, MI 48152

Contact: John Bennett

Phone: (313) 462-1200

Product: RMS VLT

Hardware/Operating System Environment: IBM compatible PC-XT, AT, PS/2 with MS-DOS 3.1 or higher; 386 or 486 with Unix or SCO Xenix System V; DEC VAX (VMS); HP UX and HP MPE/XL; AT&T 3B2; Sequent Dynex or PTX

EDI Standards Supported: X12, TDCC

Pricing:

Basic Package Cost: $2,150 — includes one communications link, one trading partner specific outgoing document format, and unlimited incoming document types

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: $300 for outgoing transaction sets

Annual Maintenance Fee: $350 for standards updates and software enhancement; $300 for hot line

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

Training Fee: Vendor location: $250; on site: $750 plus travel and living expenses.

Additional Fees: Implementation services and data mapping workshops quoted at fixed bid or hourly rates.

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; BT Tymnet; IBM; ORDERNET; TransSettlements; RAILINC; Western Union; AT&T; CompuServe; CTX; Sears
Vendor Experience

Year Company Founded: 1982
Date Package First Available: 1986

EDI Professional Staff Resources

Technical Staff: 6
Hot Line: 7
Total: 22

Miscellaneous Information: Vendor also offers consulting services and an EDI data mapper (RMS Customizer: $1,650) and a processor scheduler (RMS Unattended Operations: $995).

Programming Language Used by Package: MicroFocus COBOL
Sprint

Address: 1875 I Street, N.W.
           Washington, DC 20006

Contact: Margot Wall

Phone: (202) 416-6234

Product:
InTouch*EDI — data input screens only; no application interface
InTouch*EDI PLUS — includes application interface

Hardware/Operating System Environment: IBM compatible PC, XT, AT, PS/2 with
10MB, 640K RAM, MS-DOS 3.0 or higher

EDI Standards Supported: X12, TDCC, WINS, UCS, EDIFACT

Pricing:

Basic Package Cost:
In Touch *EDI — all transaction sets, network setup: Call vendor
In Touch *EDI PLUS — above plus application interface: Call vendor

Additional Charge Per EDI Standard: Call vendor

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:
InTouch*EDI: Call vendor
InTouch*EDI PLUS: Call vendor

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

Training Fee: Call vendor

Additional Fees: Call vendor

GSA/DoD Schedules or Contracts: Software is available to DoD and Government activities through GSA contract GS-00F-33102.

Networks Directly Accessed: Uses only Sprint network; interconnects are available to other major networks.
Vendor Experience

Year Company Founded: Not available

Date Package First Available: Not available

EDI Professional Staff Resources

Technical Staff: Not available

Hot Line: Not available

Total: Not available

Miscellaneous Information: Sprint has modified Harbinger*EDI Services’ translation software products to operate with its own EDI VAN.

Programming Language Used by Package: C, Btrieve
St. Paul Software

Address: 754 Transfer Road
         St. Paul, MN 55114

Contact: Larry J. Haisting

Phone: (612) 641-0963

Product: Interconn — microcomputers
         Datatran — minicomputers and mainframes
         EDI/Gateway — minicomputer translator environment control

Hardware/Operating System Environment:
Interconn — IBM compatible AT, 386, PS/2 with 10MB hard disk, 640K RAM
Datatran and EDI/Gateway — IBM 4341, 4381 (DOS/VSE); all common Unix
platforms including Sequent, Gould 9050, Pyramid, and AT&T 3B2
EDI/Gateway — Call vendor. Depends on Unix platform.

EDI Standards Supported: X12; TDCC; AIAG; UCS; VICS; WINS; EDIFACT

Pricing:

Basic Package Cost:
Interconn: $1,995 (includes all transaction sets and the network interface for
first trading partner)
Datatran: $3,500 — $15,000 depending on Unix platform

Additional Charge Per EDI Standard: Call vendor

Additional Charge Per Transaction Set:
Interconn: $250 — $750
Datatran: None — all transaction sets are included.

Annual Maintenance Fee:
Interconn: $399
Datatran: Typically 15 percent of purchase price; varies according to platform.

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

Training Fee: $1,000 per day plus travel and living expenses

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None
Networks Directly Accessed: Control Data; BT Tymnet; GEIS; IBM; CompuServe; ORDERNET; Western Union; RAILINC; Sears

Vendor Experience

Year Company Founded: 1981
Date Package First Available: 1985

EDI Professional Staff Resources

Technical Staff: 7
Hot Line: 5
Total: 20

Miscellaneous Information:

Programming Language Used by Package:
Interconn: MicroSoft QuickBASIC
Datatran: COBOL, C
EDI/Gateway: C
Sterling Software, ORDERNET Services Division

Address: 4600 Lakehurst Court
P. O. Box 7160
Dublin, OH 43017

Contact: Doug Stewart, Director Mainframe Software Sales
Dave Dodge, Vice President North American Network Sales

Phone: (614) 793-7000

Product: Translation Software:
GENTRAN; GENTRAN Plus; GENTRAN 400; GENTRAN VAX;
TRANSLATOR*MVS; TRANSLATOR*VSE; TRANSLATOR*4XX;
TRANSLATOR*38; TRANSLATOR*36; TRANSLATOR*DG;
GENTRAN*PC (no application interface); GENTRAN*PC w/Transaction
Data File (TDF); GENTRAN*PC w/TDF & Toolkit (data entry module)

Communications Software:
DOCULINK/MNP; DOCULINK/BSC; DOCULINK/400;
DOCULINK/OS; DOCULINK/SNA

Hardware/Operating System Environment: All IBM- and plug-compatible mainframes running MVS or DOS/VSE; AS/400; IBM System 38; IBM System 36; DEC
VAX (VMS); Data General; IBM compatible PC, XT, AT PS/2 with 10MB hard disk,
512K RAM, MS-DOS 2.0 or higher (3.1 or higher is recommended)

EDI Standards Supported: X12, TDCC, AIAG, VICS, UCS, WINS, EAGLE, NWDA;
international standards support includes EDIFACT, TRADACOMS, ODETTE

Pricing:

Basic Package Cost:

GENTRAN Plus: MVS: $111,400 – $139,000; DOS/VSE: $92,000 –
$110,000
GENTRAN MVS: $42,000
GENTRAN VSE: $37,000
GENTRAN 400: $7,500 – $37,500
GENTRAN VAX: $7,500 – $37,500

TRANSLATOR Plus: MVS: $111,400 – $139,000; DOS/VSE: $92,000 –
$110,000
TRANSLATOR*MVS: $42,000
TRANSLATOR*VSE: $37,000
TRANSLATOR*4XX: $7,500 – $37,500
TRANSLATOR*38: $9,800
TRANSLATOR*36: $6,000
TRANSLATOR*DG: $12,000 - $18,000
GENTRAN*PC: $1,295
GENTRAN*PC w/TDF: $1,995
GENTRAN*PC w/PDF & Toolkit: $2,995
DOCULINK/MNP: $150
DOCULINK/BSC: $250
DOCULINK/400: $1,000
DOCULINK/OS: $1,400
DOCULINK/SNA: $3,450

Additional Charge Per EDI Standard: None
Additional Charge Per Transaction Set: None
Annual Maintenance Fee: First year free, then 15 percent of current price
Maintenance Fee Includes: Standards updates, hot line, software enhancements
Training Fee: Two days of installation and training at user site are included in mainframe products and high end of DEC and AS/400 platforms.
Additional Fees: Not available
GSA/DoD Schedules or Contracts: Most of the translation software packages are available through the GSA schedules. Contact ORDERNET for the contract type and the schedule or contract number.

Networks Directly Accessed: ORDERNET; Control Data; BT Tymnet; GEIS; IBM; TranSettlements; Kleinschmidt; RAILINC; Harbinger; AT&T; Infonet, Sears; Transnet; GM; Ford: Chrysler

Vendor Experience
Year Company Founded: 1968
Year EDI Service First Available: 1976
Year EDI Software First Available: 1987

EDI Professional Staff Resources
Technical Staff: Over 90
Hot Line: Over 50
Total: Over 320
**Miscellaneous Information:** Vendor recently purchased Control Data's REDINET EDI operation, including the network services and EDI software products. Vendor also offers EDI network services, value-added database services, EDI education and consulting, EDI vendor implementation programs, and communications software.

**Programming Language Used by Package:**
- GENTRAN*PC: ANSI 74 COBOL
- TRANSLATOR*36, *38, *4XX: RPG, ANSI 74 COBOL
- TRANSLATOR*MVS, *DOS/VSE: ANSI 74 COBOL
- GENTRAN Products: ANSI 74 COBOL, RPG
- DOCULINK Products: C, RPG, ANSI 74 COBOL
Supply Tech, Inc.

Address: 1000 Campus Drive
Ann Arbor, MI 48104

Contact: Daniel M. Faletti

Phone: (313) 998-4044

Product: STX for the Microcomputer
STX12 for the Mainframe

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2, 386 with
640K RAM, 10MB hard disk (recommends 20MB), MS-DOS 3.0 or higher; IBM
compatible mainframe (MVS and DOS/VSE)

EDI Standards Supported: X12, TDCC, UCS, EDIFACT

Pricing:

Basic Package Cost:
STX for the Microcomputer: $2,295
STX12 for the Mainframe: $9,500 — $35,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:
Microcomputer: $600 — $780
Mainframe: 15 percent of list price

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

Training Fee: $495 per person per day at vendor site; $1,595 per day plus travel
expenses on-site

Additional Fees: Call vendor

GSA/DoD Schedules or Contracts: Vendor’s EDI products are available to DoD
activities through GSA Contract #FA00KAGS5192.

Networks Directly Accessed: GEIS; ORDERNET; Kleinschmidt; RAILINC;
TranSettlements; Western Union; Sears; Dialcom; IBM; Telecom Canada; DATA
PAC; CompuServe; AT&T; BT Tymnet; Infonet; Harbinger

C-95
Vendor Experience

Year Company Founded: 1984
Date Package First Available: 1984

EDI Professional Staff Resources

Technical Staff: 29
Hot Line: 12
Total: 114

Miscellaneous Information:

Programming Language Used by Package: MicroFocus COBOL
Synergistic Systems, Inc.

Address: 442 3rd Street  
Neptune Beach, FL 32211

Contact: Ron Meison  
Margo Noel

Phone: (904) 249-0201

Product: BIZIBOX

Hardware/Operating System Environment: IBM compatible PC, AT, 386, PS/2 with  
MS-DOS 3.3, 20MB hard disk, 1MB RAM

EDI Standards/Transaction Sets Supported: X12, TDCC (All transaction sets  
supported are "developed" on a customer request basis.)

Pricing:

Basic Package Cost:  
$1,895: Standalone system for PC or AT with one transaction set  
$8,495: Flat-file system for AT or 386, with six transaction sets  
$14,495: For 386 only, direct mapping from application data to standards,  
includes six transaction sets.

Additional Charge Per EDI Standard: $495

Additional Charge Per Transaction Set: $495

Annual Maintenance Fee: First 90 days are free, then 15 percent of purchase  
cost

Maintenance Fee Includes: Standards updates, software enhancements,  
customer support

Training Fee: Included in purchase price

Additional Fees: Not available

Networks Directly Accessed: IBM; Control Data; TranSettlements; GEIS;  
BT Tymnet; all other major networks
Vendor Experience

Year Company Founded: 1986
Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: 6 (maintenance only)
Hot Line: 2
Total: 7

Miscellaneous Information: Vendor specializes in distributed processing for mid- to large-size computer systems.

Programming Language Used by Package: C
Trinary Systems, Inc.

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

Contact: Michelle D. Crew

Phone: (313) 442-8540

Product: EDI WINDOWS

Hardware/Operating System Environment: HP 3000 (MPE/XL); HP 9000 (UX); DEC VAX (VMS)

EDI Standards Supported: X12, TDCC, EDIFACT, VCS, WINS

Pricing:

   Basic Package Cost:
   HP 3000: $12,000 – $36,000
   HP 9000: $9,000 – $27,000
   DEC VAX: $14,000 – $35,000

   Additional Charge Per EDI Standard: None

   Additional Charge Per Transaction Set: None

   Annual Maintenance Fee: 20 percent of software license fee; (includes hot-line support from 8:30 a.m. – 5:30 p.m. EST); 30 percent of software license fee (includes 24 hour hot-line support)

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

   Training Fee: $4,000 plus expenses for 4 days on-site; $2,000 for 4 days at vendor site for one or two people.

   Additional Fees: Not available

   GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: AT&T; BT Tymnet; GEIS; Harbinger; IBM; ORDERNET; RAILINC; Sears, Telecom Canada
Vendor Experience

Year Company Founded: 1985
Date Package First Available: 1989

EDI Professional Staff Resources

Technical Staff: 5
Hot Line: 3
Total: 8

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: Ron Antini

Phone: (203) 761-8600

Product: Trading Partner

Hardware/Operating System Environment: IBM compatible mainframes (DOS/VSE or MVS); requires CICS

EDI Standards Supported: X12, TDCC, VICS, WINS, UCS, EDIFACT

Pricing:

Basic Package Cost: $42,000 – $120,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: First year included in purchase price, then 15 percent of current list price

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

Training Fee: Included in purchase price.

Additional Fees: Call vendor

GSA/DoD Schedules or Contracts: None

Networks Directly Accessed: GEIS; IBM; ORDERNET; BT Tymnet; Kleinschmidt; RAILINC; TranSettlements; AT&T EasyLink; Sprint

Vendor Experience

Year Company Founded: 1967

Date Package First Available: 1990
EDI Professional Staff Resources

Technical Staff: 30

Hot Line: 10

Total: 35

Miscellaneous Information: Vendor acquired Foretell Corporation in 1991. TSI also offers consulting, programming, and education services.

Programming Language Used by Package: ANSI 74 COBOL
Userbase Systems, Inc.

Address: 9051 Executive Park Drive, Suite 300
Knoxville, TN 37923

Contact: Gary Neubert
Phone: (615) 691-0823
Product: EDI*Port

Hardware/Operating System Environment: PICK OS on Prime Computer 50 series (PRIMOS) and 7000 series (Unix); 44 different Unix platforms using uniVerse RDMS from VMARK Software, Inc., including IBM RS/6000, Sequoia, Pyramid, and HP9000.

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: Included if at vendor's location; if at user's location, travel and living expenses.

Additional Fees: None

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: 2
Total: 6

Miscellaneous Information: Product was first made available to the public in January 1991.

Programming Language Used by Package: INFO/BASIC, BASIC, and C
APPENDIX D

EDI TRANSLATION SOFTWARE FUNCTIONS AND FEATURES

Table D-1 identifies 48 functions and features that could be included in an EDI translation software package for three different operating environments: stand-alone microcomputer, front-end microcomputer, minicomputer, or mainframe. Those operating environments stem from an analysis of DoD's 152 largest CONUS shipping activities that generate Government bills of lading.
### TABLE D-1

**EDI TRANSLATION SOFTWARE REQUIREMENTS**

<table>
<thead>
<tr>
<th>Function/feature</th>
<th>Operating environment</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Stand-alone</td>
<td>Front-end</td>
<td>Minicomputer/mainframe</td>
<td></td>
</tr>
<tr>
<td><strong>Communications Features</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Communications Software</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Transaction Set Consolidation Routines</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Multiple Communications Interface</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>Network Identification Table</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Unattended Operations Capability</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td><strong>Systems Utilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Automatic Recovery/Restart Capability</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Installation Routines</td>
<td>M</td>
<td>M</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td><strong>System Interface Routines</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Application System Interface</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Data Input Screens</td>
<td>M</td>
<td>O</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>Input Editing</td>
<td>M</td>
<td>O</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>User-Defined Print Output</td>
<td>M</td>
<td>O</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>User-Definable System Interface</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>User-Defined Data Input Screens</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td><strong>Customized Operations Routines</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Code Conversion Capability</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>Data Element Delimiter Table</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Functional Acknowledgment Capability</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Multiple Header Support</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Segment Terminator Table</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Trading Partner Profile</td>
<td>O</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Transaction Set Sequential Numbering</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Version Support Table</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td><strong>Editing Features</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Character Conversion Capability</td>
<td>O</td>
<td>O</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>Inbound Standards Compliance Editing</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Internal Codes Duplication Routine</td>
<td>M</td>
<td>O</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>Outbound Standards Compliance Editing</td>
<td>M</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Transaction Set Correction Capability</td>
<td>M</td>
<td>O</td>
<td>O</td>
<td></td>
</tr>
</tbody>
</table>

*Note: M = mandatory; O = optional.

* Pertinent to only those sites that will use point-to-point communications with one or more trading partners.*
<table>
<thead>
<tr>
<th>Function/feature</th>
<th>Operating environment</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Stand-alone</td>
</tr>
<tr>
<td>System Maintenance Routines</td>
<td></td>
</tr>
<tr>
<td>Automated Purging</td>
<td>M</td>
</tr>
<tr>
<td>Expandability</td>
<td>M</td>
</tr>
<tr>
<td>Maintenance Support</td>
<td>M</td>
</tr>
<tr>
<td>Table-Driven Software Structure</td>
<td>M</td>
</tr>
<tr>
<td>Transaction Set Archiving</td>
<td>M</td>
</tr>
<tr>
<td>Version Support</td>
<td>M</td>
</tr>
<tr>
<td>Report Functions</td>
<td></td>
</tr>
<tr>
<td>Error Reports</td>
<td>M</td>
</tr>
<tr>
<td>Functional Acknowledgment Reconciliation</td>
<td>M</td>
</tr>
<tr>
<td>Inbound Transaction Set Reporting</td>
<td>M</td>
</tr>
<tr>
<td>Outbound Transaction Set Reporting</td>
<td>M</td>
</tr>
<tr>
<td>Transmitted Characters</td>
<td>O</td>
</tr>
<tr>
<td>User-Defined Management Reports</td>
<td>O</td>
</tr>
<tr>
<td>Support Features</td>
<td></td>
</tr>
<tr>
<td>Help Screens^c</td>
<td>O</td>
</tr>
<tr>
<td>Technical Documentation</td>
<td>M</td>
</tr>
<tr>
<td>Training^c</td>
<td>M</td>
</tr>
<tr>
<td>Tutorial Package^c</td>
<td>O</td>
</tr>
<tr>
<td>User Documentation</td>
<td>M</td>
</tr>
<tr>
<td>User Support (Hot Lines)</td>
<td>M</td>
</tr>
<tr>
<td>Miscellaneous Features</td>
<td></td>
</tr>
<tr>
<td>Compatibility with Encryption and Authentication Package^d</td>
<td>O</td>
</tr>
<tr>
<td>Multiple Users</td>
<td>O</td>
</tr>
<tr>
<td>Selective Accessibility</td>
<td>M</td>
</tr>
<tr>
<td>System Entry Security</td>
<td>M</td>
</tr>
</tbody>
</table>

Note: M = mandatory; O = optional.
^b Operating system utilities separate from the translation software package may fulfill this requirement.
^c Either training or the help screens and tutorial package are mandatory.
^d When the requirements for such a feature have been fully defined, we expect this feature will be mandatory for all operating environments.
APPENDIX E
SOFTWARE PRODUCT SURVEY RESULTS

This appendix presents the results of a telephone survey of EDI translation software vendors. The information obtained in that survey is categorized by the type of computer hardware required by the software package: microcomputer (Table E-1), minicomputer (Table E-2), or mainframe (Table E-3). We did not request detailed information for those features that all vendors typically claim are included in their software. For example, virtually all vendors claim their software is “table driven” and includes “transaction set archiving.” Instead, we focused on those features that we believe help to differentiate the various product offerings. To illustrate: although user-defined management reports are not required by any of the operating environments, we believe that feature is very useful and not offered by all vendors.
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>ACSIPX12</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>American Business Computer</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>EDP/PC</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>EDI-ExCite/PC and EDI-ExCite/Linux</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>American Custom Software, Inc.</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>Business Partner Translator (BPT)</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>The APL Group, Inc. QualiEX</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>BaggyR &amp; Associates &quot;EDI*FOCUS&quot;</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>Bell Atlantic Intel/Trade and Intel/Trade Plus</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>Birmingham Computer Group, Inc.</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>DOC-U-MAP</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>Blue Rainbow Software International MULTINET/PC and MULTINET/2</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>CANAC Telecom Pro-EDI</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>CANAM Tech Inc. E 2 Order</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>Data Dispatch Corporation EDISYNAPSE</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>DIGIT Software, Inc. MacEDI</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>DNS Associates, Inc. EDiEntry and EDI/Edge</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
</tbody>
</table>
Trading partners must be set up by vendor.  
Nonautomated; available via menu selection or "pull-up window."  
Available for an additional fee.  
May be specified for each transaction set used by a trading partner.  
Supports the EDIFACT header UNA/UNB.  
Data element codes are also validated.  
Will sell a turnkey Informix solution (SQL or report writer) or provide interface to another system.  
Parameter driven; optional.  
Can be defined by the user.  
Must be set up every day.  
Performed by vendor.  
Help messages can be defined by the user for each data element in each transaction set used by a particular trading partner.  
Requires vendor assistance.  
Toll-free 800 number.  
Each transaction set type is not individually numbered.  
Reports the number of blocks transmitted by the modem.  
Maps data directly between database and EDI transaction sets. A flat-file format is available.  
Compliance editing occurs after input screen has been completed.  
Reports the number of transaction sets sent by each trading partner.  
Interchange control checking only.  
Requires a different map for each affected trading partner's transaction set.  
Erroneous transactions are received and flagged in a report.  
Can be deleted during review of functional acknowledgment reconciliation report or after printing a report.  
Limited field-by-field editing; user can also override the standards on a field basis.  
Accepts erroneous transactions. User manually determines if transaction is acceptable.  
Specific data element editing requirements can be specified for each trading partner.  
Only checks header controls on inbound transactions.  
Checks only the interchange envelope and functional group headers; permits nonstandard transactions to be sent and received.  
User-specified dates may be overridden.  
Nonautomated; requires use of system editor.  
Reports the number of bytes sent for each transaction set; the number of bytes per network is not reported.  
BG header is not supported; TDCC is not supported.  
Only once per day.  
Requires dBASE 3.0 or higher.  
Records are purged during the archiving process.  
Requires some user intervention.  
Reports the number of characters received from each network.  
Will be available in the next product release.  
Transaction sets are numbered only by functional group or by network.  
Databases are automatically encrypted.  
Interface file can be in ASCII, dBASE, or LOTUS 1-2-3 format.  
Depends upon the transaction sets in use by the trading partner.  
Requires knowledge of EDI standards.
<table>
<thead>
<tr>
<th>Company and Product</th>
<th>Communications Features</th>
<th>System Features</th>
<th>Customized Operations</th>
<th>Editing</th>
<th>System Maintenance</th>
<th>Reports</th>
<th>Support Features</th>
<th>Miscellaneous Features</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dynamic Business Systems Trans-Sync</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>EDI Inc. TELINK</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>EDIABLE FxEDI</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>EDICT Systems Formula One</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Electronic Data Systems EDI Asset</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Forestell Corp. Trading Partner PC</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>General Electric Information Services EDI/PC</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Greco Computer Resources, Inc. EDI-Zware</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Hardinger EDI Services InTouch EDI and InTouch EDI Plus</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Integrated Telecommunications Software Corp. SDIS</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Intercoastal Data Corp. FxTran</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>International Business Machines PC QuickEDI and PC QuickEDI Plus</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>LEX Product Marketing Company, Inc. EDIpl</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Lloyd Bump, Inc. X-Change</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>
1 Trading partners must be set up by vendor.
2 Nonautomated; available via menu selection or "pull-up window."
3 Available for an additional fee.
4 May be specified for each transaction set used by a trading partner.
5 Supports the EDIFACT header UNA/UNB.
6 Data element codes are also validated.
7 Will sell a turnkey informix solution (SQL or report writer) or provide interface
to another system.
8 Parameter driven; optional.
9 Can be defined by the user.
10 Must be set up every day.
11 Performed by vendor.
12 Help messages can be defined by the user for each data element in each
transaction set used by a particular trading partner.
13 Requires vendor assistance.
14 Toll-free 800 number.
15 Each transaction set type is not individually numbered.
16 Reports the number of blocks transmitted by the modem.
17 Maps data directly between database and EDI transaction sets. A flat-file
format is available.
18 Compliance editing occurs after input screen has been completed.
19 Reports the number of transaction sets sent by each trading partner.
20 Interchange control checking only.
21 Requires a different map for each affected trading partner’s transaction
set.
22 Erroneous transactions are received and flagged in a report.
23 Can be deleted during review of functional acknowledgment reconciliation
report or after printing a report.
24 Limited field-by-field editing; user can also override the standards on a field
basis.
25 Accepts erroneous transactions. User manually determines if transaction is
acceptable.
26 Specific data element editing requirements can be specified for each trading
partner.
27 Only checks header controls on inbound transactions.
28 Checks only the interchange envelope and functional group headers; permits
nonstandard transactions to be sent and received.
29 User-specified dates may be overridden.
30 Nonautomated; requires use of system editor.
31 Reports the number of bytes sent for each transaction set; the number of bytes
per network is not reported.
32 BG header is not supported; TDCC is not supported.
33 Only once per day.
34 Requires dBASE 3.0 or higher.
35 Records are purged during the archiving process.
36 Requires some user intervention.
37 Reports the number of characters received from each network.
38 Will be available in the next product release.
39 Transaction sets are numbered only by functional group or by network.
40 Databases are automatically encrypted.
41 Interface file can be in ASCII, dBASE, or LOTUS 1-2-3 format.
42 Depends upon the transaction sets in use by the trading partner.
43 Requires knowledge of EDI standards.
<table>
<thead>
<tr>
<th>Company and Product</th>
<th>Communication Features</th>
<th>System Integration</th>
<th>Customized Operations</th>
<th>Editing</th>
<th>System Maintenance</th>
<th>Reports</th>
<th>Support Features</th>
<th>Miscellaneous Features</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAUIUS, INC.</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>ID and Password</td>
</tr>
<tr>
<td>MAXIC*EDI-Entry</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>MAXIC*TRANSLATOR</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Patrick Pratts Consulting</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>ID and Password</td>
</tr>
<tr>
<td>Perwille EDI, Inc.</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Plamont Systems, Inc.</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>RF Partar Consulting</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>RMS, Inc.</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Spryte</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>St. Paul Software</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Sterling Software</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Snagtranz*PC</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Snagtranz*PC w/TDF</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Supply Tech, Inc.</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Synergistic Systems, Inc.</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>
1. Trading partners must be set up by vendor.
2. Nonautomated; available via menu selection or "pull-up window."
3. Available for an additional fee.
4. May be specified for each transaction set used by a trading partner.
5. Supports the EDIFACT header UNA/UNB.
6. Data element codes are also validated.
7. Will sell a turnkey Informix solution (SQL or report writer) or provide interface to another system.
8. Parameter driven; optional.
9. Can be defined by the user.
10. Must be set up every day.
11. Performed by vendor.
12. Help messages can be defined by the user for each data element in each transaction set used by a particular trading partner.
13. Requires vendor assistance.
14. Toll-free 800 number.
15. Each transaction set type is not individually numbered.
16. Reports the number of blocks transmitted by the modem.
17. Maps data directly between database and EDI transaction sets. A flat-file format is available.
18. Compliance editing occurs after input screen has been completed.
19. Reports the number of transaction sets sent by each trading partner.
20. Interchange control checking only.
21. Requires a different map for each affected trading partner's transaction set.
22. Erroneous transactions are received and flagged in a report.

23. Can be deleted during review of functional acknowledgment reconciliation report or after printing a report.
24. Limited field-by-field editing; user can also override the standards on a field basis.
25. Accepts erroneous transactions. User manually determines if transaction is acceptable.
26. Specific data element editing requirements can be specified for each trading partner.
27. Only checks header controls on inbound transactions.
28. Checks only the interchange envelope and functional group headers; permits nonstandard transactions to be sent and received.
29. User-specified dates may be overridden.
30. Nonautomated; requires use of system editor.
31. Reports the number of bytes sent for each transaction set; the number of bytes per network is not reported.
32. BG header is not supported; TDCC is not supported.
33. Only once per day.
34. Requires dBASE 3.0 or higher.
35. Records are purged during the archiving process.
36. Requires some user intervention.
37. Reports the number of characters received from each network.
38. Will be available in the next product release.
39. Transaction sets are numbered only by functional group or by network.
40. Databases are automatically encrypted.
41. Interface file can be in ASCII, dBASE, or LOTUS 1-2-3 format.
42. Depends upon the transaction sets in use by the trading partner.
43. Requires knowledge of EDI standards.
<table>
<thead>
<tr>
<th>Company and Product</th>
<th>Underlined</th>
<th>Operations Complexity</th>
<th>Use On ANSI</th>
<th>System Interface</th>
<th>Data Input</th>
<th>Screen Support</th>
<th>Multiple Windows</th>
<th>Customized Operations</th>
<th>Editing</th>
<th>System Maintenance</th>
<th>Reports</th>
<th>Support Features</th>
<th>Miscellaneous Features</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advantage Systems, Inc.</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>American Business Computer EDI ExCel/Line and EDI-Server</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Baggs &amp; Associates <em>EDI</em>FOCUS*</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Birmingham Computer Group, Inc. DOC U MAP</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Blue Rainbow Software International MULTINET/ML/SL/SLH</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>MULTINET/AUX/SUN/HP-UX</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Cable &amp; Wireless Communications, Inc. EDI*ENTRAL for the Wang VS</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>CAMAC Telecam Pro EDI</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Digital Equipment Corporation DEC/EDI</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>DNS Associates, Inc. EDI/Entry and EDI/Edge</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>EDI, Inc. TELINK</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>EDI Solutions, Inc. EDITEK and EDIFact</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Electronic Data Systems EDI*Expert</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Encai, Inc.</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Intercoastal Data Corp. Fasten</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>
1 BG header is not supported; TDCC is not supported.
2 Supports the EDIFACT header UNA/UNB.
3 May be specified for each transaction set used by a trading partner.
4 Requires vendor assistance.
5 Data element codes are also validated.
6 Will provide interface to another database or sell user a turnkey Informix solution (SQL or report writer).
7 Nonautomated; available via menu selection or "pull-up window."
8 Compliance editing occurs after input screen has been completed.
9 Only available on the HP3000.
10 Maps data directly between database and EDI transaction sets. A flat-file format is available.
11 User may add or delete codes for each trading partner.
12 Reports the number of transaction sets sent by each trading partner.
13 Reports the number of bytes sent for each transaction set; the number of bytes per network is not reported.
14 Can be customized by user.
15 A shell written in COBOL is provided; programmer must complete the
PROCEDURE division.
16 Source code for menus and reports is provided.
17 Requires a report writer.
18 Toll-free 800 telephone number.
19 Requires a different map for each affected trading partner's transaction set.
20 Available for an additional fee.
21 Only checks header controls on inbound transactions.
22 User-specified dates may be overridden.
23 Nonautomated; requires use of system editor.
24 "Batch" mode only.
25 Requires purchase of data mapping product (EDImap).
26 Requires some user intervention.
27 Reports the number of characters received from each EDI VAN.
28 Only once per day.
29 Available upon user request. Limited screens are available.
30 Data dictionary is supplied for use with a report generator; suggest purchasing
IBM's "Query" product.
31 Will be available in the next product release.
32 Records are purged during archiving process.
33 Also indicates the number of segments transmitted; Ordernet's network bills by
the number of segments sent.
34 Only outbound transmissions are numbered.
35 User can control the level of checking for each trading partner.
36 Specific data element editing requirements can be specified for each trading
partner.
37 "Rejected" transaction sets can be optionally accepted.
1 BG header is not supported; TDCC is not supported.
2 Supports the EDIFACT header UNA/UNB.
3 May be specified for each transaction set used by a trading partner.
4 Requires vendor assistance.
5 Data element codes are also validated.
6 Will provide interface to another database or sell user a turnkey Informix
   solution (SQL or report writer).
7 Nonautomated; available via menu selection or "pull-up window."
8 Compliance editing occurs after input screen has been completed.
9 Only available on the HP3000.
10 Maps data directly between database and EDI transaction sets. A flat-file
    format is available.
11 User may add or delete codes for each trading partner.
12 Reports the number of transaction sets sent by each trading partner.
13 Reports the number of bytes sent for each transaction set; the number of bytes
    per network is not reported.
14 Can be customized by user.
15 A shell written in COBOL is provided; programmer must complete the
    PROCEDURE division.
16 Source code for menus and reports is provided.
17 Requires a report writer.
18 Toll-free 800 telephone number.
19 Requires a different map for each affected trading partner's transaction set.
20 Available for an additional fee.
21 Only checks header controls on inbound transactions.
22 User-specified dates may be overridden.
23 Nonautomated; requires use of system editor.
24 "Batch" mode only.
25 Requires purchase of data mapping product (EDImap).
26 Requires some user intervention.
27 Reports the number of characters received from each EDI VAN.
28 Only once per day.
29 Available upon user request. Limited screens are available.
30 Data dictionary is supplied for use with a report generator; suggest purchasing
    IBM's "Query" product.
31 Will be available in the next product release.
32 Records are purged during archiving process.
33 Also indicates the number of segments transmitted; Ordernet's network bills by
    the number of segments sent.
34 Only outbound transmissions are numbered.
35 User can control the level of checking for each trading partner.
36 Specific data element editing requirements can be specified for each trading
   partner.
37 "Rejected" transaction sets can be optionally accepted.
## Table E-3. Mainframe Translation Software Survey

<table>
<thead>
<tr>
<th>Company and Product</th>
<th>Communications</th>
<th>System Interface</th>
<th>Customized Operations</th>
<th>Editing</th>
<th>System Maintenance</th>
<th>Reports</th>
<th>Support Features</th>
<th>Miscellaneous Features</th>
</tr>
</thead>
<tbody>
<tr>
<td>DEC/EDI</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>EDI Solutions, Inc.</td>
<td>Yes 4</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>EDItn and EDItest</td>
<td>Yes</td>
<td>N/A</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>General Electric Information Services</td>
<td>Yes</td>
<td>Yes 9</td>
<td>N/A</td>
<td>Yes</td>
<td>Yes 3</td>
<td>Yes 6</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>EDI*Central</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>EDI*Benchmark</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>International Business Machines</td>
<td>Yes 13</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Data interchange/MVS and Data interchange/CICS</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>St. Paul Software Datascan</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes 3</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Sterling Software GENTRAN and GENTRAN Plus</td>
<td>Yes 15</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes 2</td>
<td>Yes 3</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Translator<em>MVS, Translator</em>VSE, and Translator Plus</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes 2</td>
<td>Yes 3</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>TSI International Trading Partner</td>
<td>Yes 13</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Supply Task STX12 for the Mainframe</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes 14</td>
<td>Yes 19</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

1. Available for an additional fee.
2. Supports the EDIFACT header UNA/UNB.
3. May be specified for each transaction set used by a trading partner.
4. "Batch" mode only.
5. Requires purchase of data mapping product (EDimap).
6. Data element codes are also validated.
7. Reports the number of transaction sets sent by each trading partner.
8. Source code for menus and reports is provided.
9. A shell written in COBOL is provided; programmer must complete the PROCEDURE division.
10. Requires a report writer.
11. Toll-free 800 telephone number.
12. For CICS portion only.
13. Requires the use of operating system utilities.
14. Specific data element editing requirements can be specified for each trading partner.
15. Only in GENTRAN Plus; may be set up by transaction set, trading partner, or network.
16. Also indicates number of segments transmitted; Ordernet's network bills by the number of segments sent.
17. Nonautomated; requires use of system editor.
18. "Rejected" transaction sets can be optionally accepted.
19. Checks only the interchange envelope and functional header; permits nonstandard transactions to be sent and received.
APPENDIX F
SELECTING EDI TRANSLATION SOFTWARE

This appendix discusses how this guide can be used to aid in the selection of EDI translation software for Military Department or Defense agency activities. A step-by-step procedure for selecting EDI translation software for a particular activity follows:

- Identify the activity'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 upon which the EDI software will reside. Categorize the hardware as microcomputer, minicomputer, or mainframe and determine the EDI translation software requirements for a specific activity. Use Appendix D to identify the functions and features required by the EDI translation software package for the specific operating environment.

- Use Appendix A to identify those vendors that sell software for the desired hardware environment (microcomputer, minicomputer, or mainframe) or Appendix B if Unix-based software is required.

- Use Appendix C to look up the detailed software product offerings and descriptions for those vendors identified in the previous step. Identify those vendor products that offer EDI translation software for the required hardware and operating system.

- Determine if the products identified in the previous step satisfy the activity's major EDI translation software requirements by using Appendix E, Software Product Survey Results.

In most cases, more than one product will meet an activity's requirements. We then suggest that product literature be requested from those vendors and, procurement rules permitting, we also advise a product demonstration. If only one product meets an activity's requirements, we recommend that a test copy be obtained and tested on the system that is to become EDI capable.

Logistics Management Institute
6400 Goldsboro Road
Bethesda, MD 20817-5886

Office of the Assistant Secretary of Defense (Production and Logistics)
The Pentagon
Room 3E808
Washington, DC 20301-8000


This guide identifies and provides details on 110 commercially available electronic data interchange (EDI) translation software packages. It was developed for use by the Military Departments and Defense agencies as they procure EDI translation software packages in support of the Department of Defense's (DoD's) EDI program for transportation. However, other DoD entities with an EDI program should find this guide useful.

This guide assesses the key features of each package, details a list of functions available in a particular software package, and highlights those features required to meet the EDI needs of Defense transportation in specific operating environments.

<table>
<thead>
<tr>
<th>SUBJECT TERMS</th>
<th>15. NUMBER OF PAGES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transportation; Electronic Data Interchange; EDI; EDI Translation Software; EDI Software</td>
<td>160</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>17. SECURITY CLASSIFICATION OF REPORT</th>
<th>18. SECURITY CLASSIFICATION OF THIS PAGE</th>
<th>19. SECURITY CLASSIFICATION OF ABSTRACT</th>
<th>20. LIMITATION OF ABSTRACT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unclassified</td>
<td>Unclassified</td>
<td>Unclassified</td>
<td>UL</td>
</tr>
</tbody>
</table>