



GS1: Helping to Be More Efficient and Reduce Costs





When there are no standards...



There are no global standards for shoe sizes!

So companies must..

- Mark the same shoes differently for different countries
- Specify the right size reference on purchase orders, invoices and delivery slips
- Pay extra attention to region-by-region specificities

Result? Extra costs passed on to consumers...!



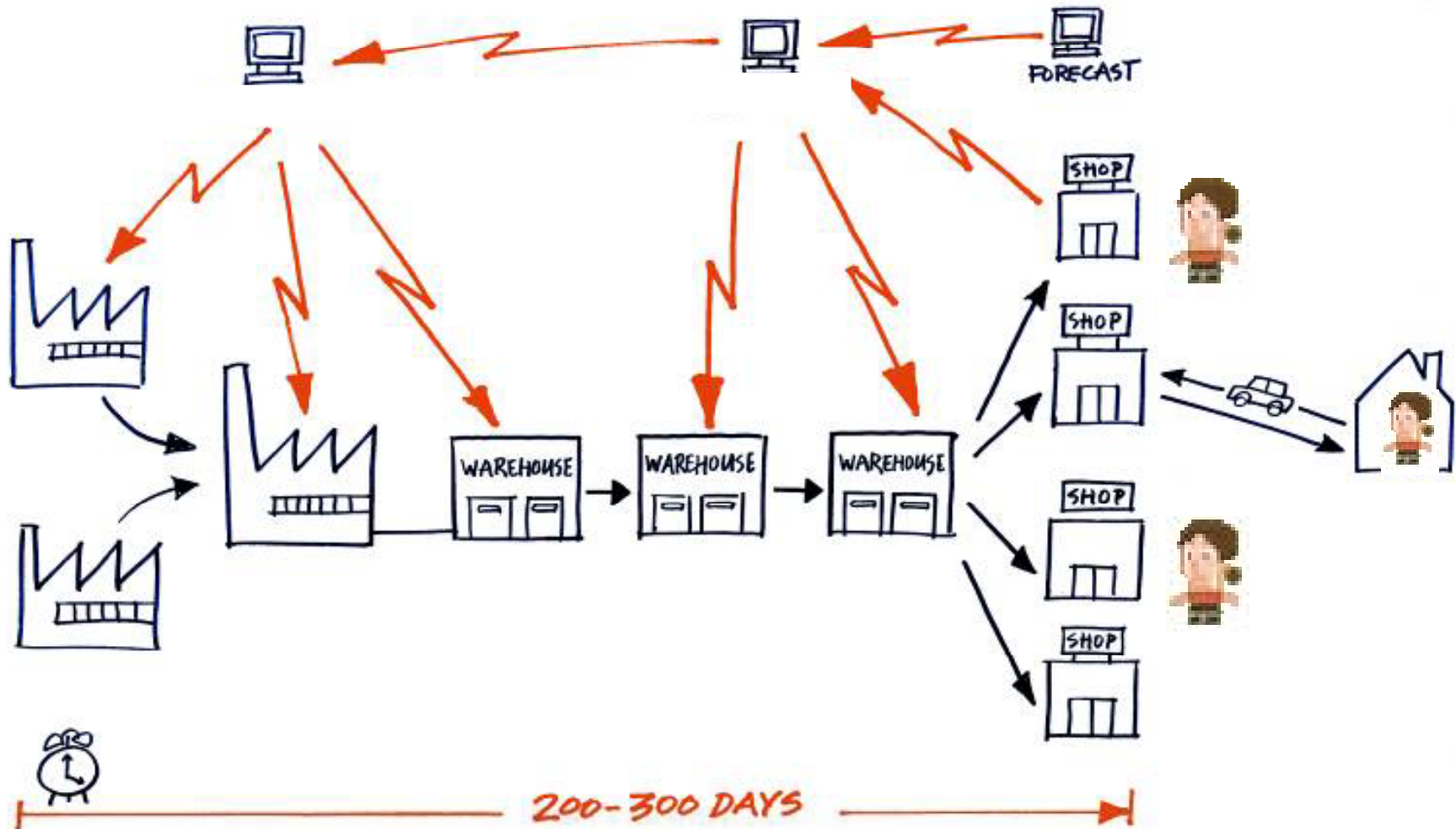
And shoes are a simple example!



Without standards, business processes would be **very complex**, especially for companies that manufacture products from a large number of components coming from different places...

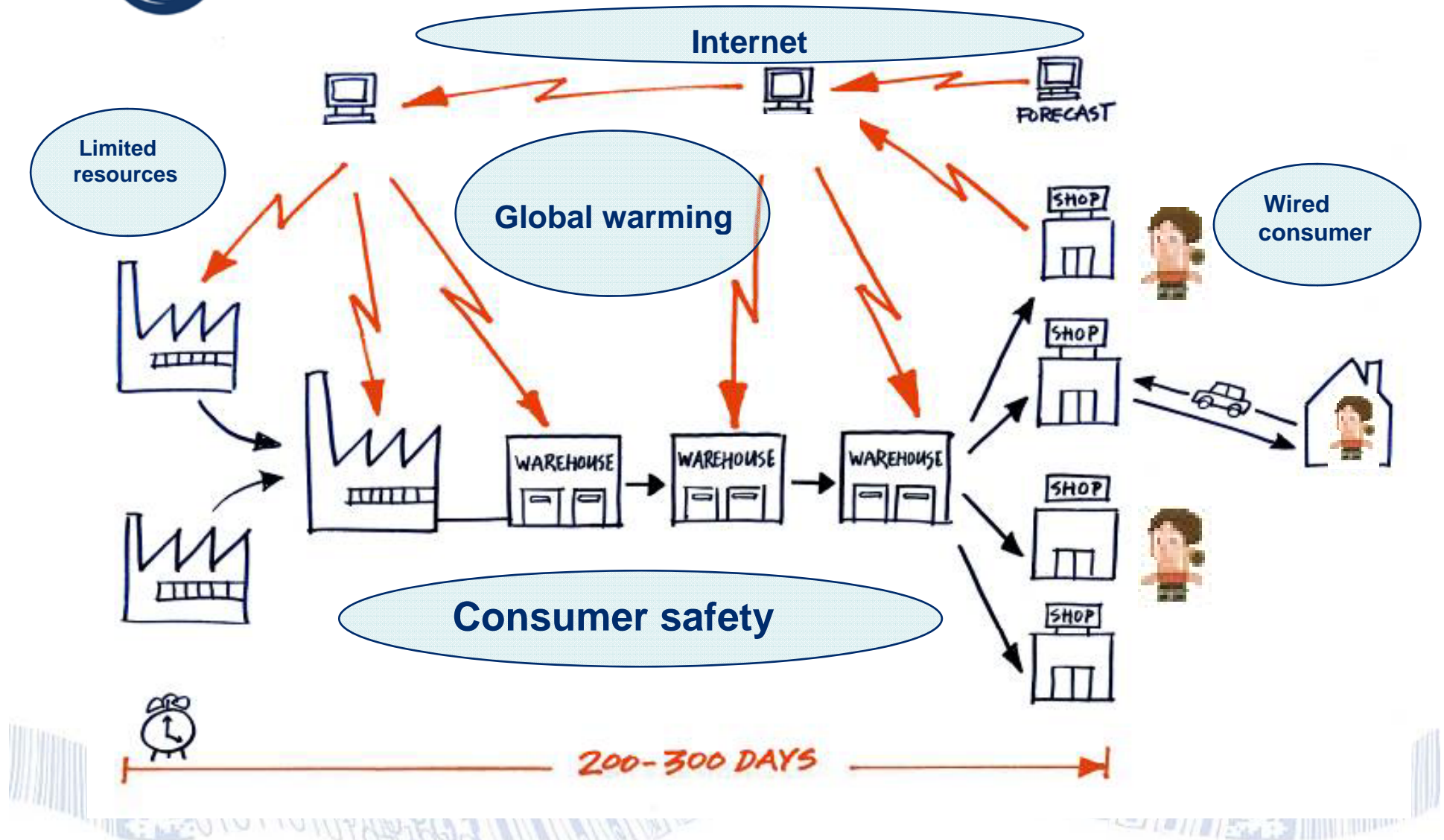


The current supply chain





The challenges of the supply chain





The challenges

1. Create Visibility accross the supply chain
2. Synchronize from farm to fork
3. Integrate the last kilometer logistic
4. Make the consumer an actor of the SC
5. Benefit from mobility
6. Adapt to the regulation increase
7. Keep the SMEs in the game



GS1: A global system of standards

**GS1 brings
together
companies
representing
all parts of the
supply chain**

Manufacturers, distributors, retailers, hospitals, transporters, customs organisations, software developers, local and international regulatory authorities, and more **work together under our leadership** to create standards



Everyday, everywhere

GS1 standards are used by...

**Big
multinational
chains**

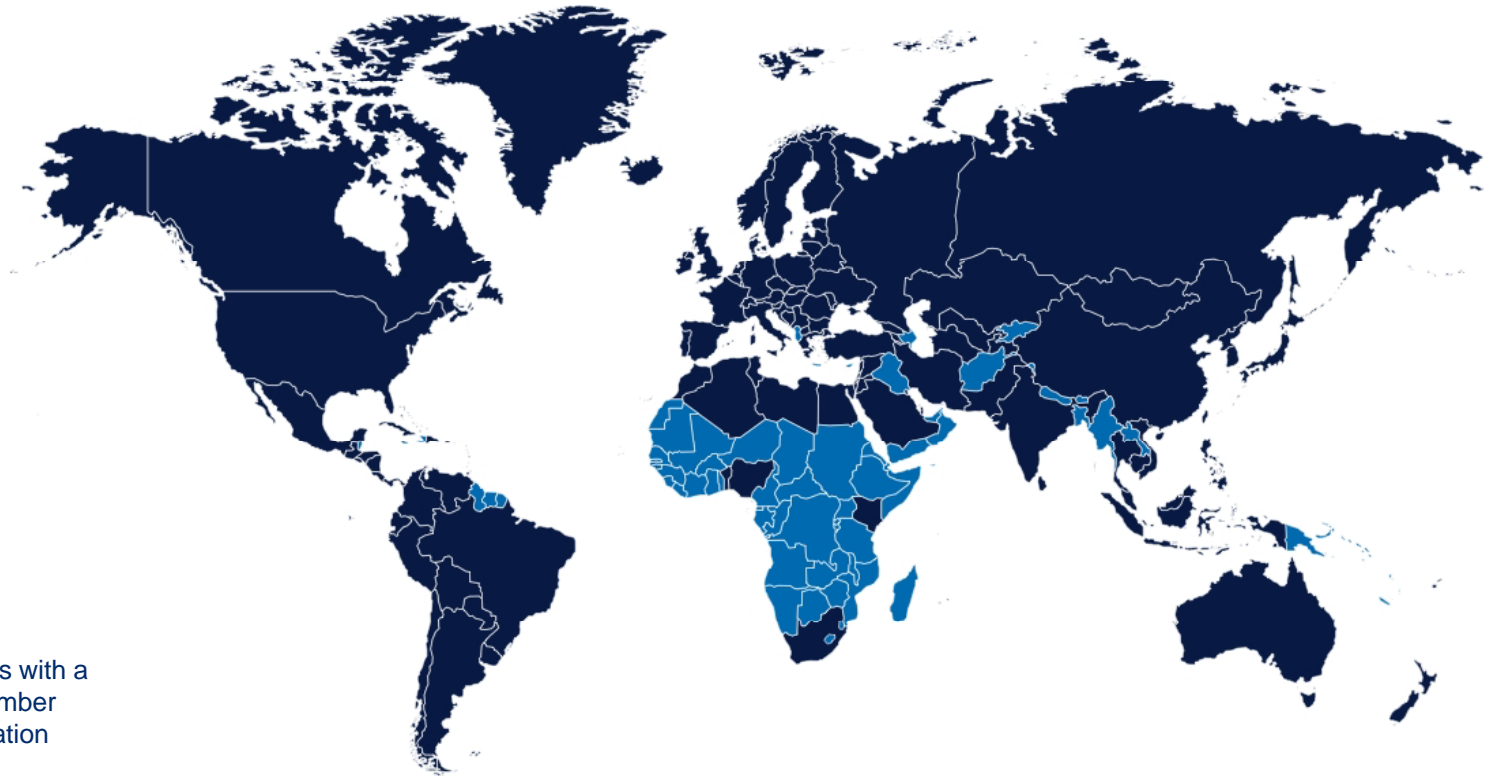
**Small
corner
shops**

**World
famous
brands**

**Individual
craftsmen**



Used by millions of companies



■ Countries with a GS1 Member Organisation

■ Countries served on a direct basis from GS1 Global Office (Brussels)

108 Local GS1 Organizations
150 countries served
2,000 people helping us



GS1 global standards



Global standards for automatic identification
Rapid and accurate item, asset or location identification



Global standards for electronic business messaging
Rapid, efficient & accurate business data exchange



The environment for global data synchronisation
Standardised, reliable data for effective business transactions



Global standards for RFID-based identification
More accurate, immediate and cost effective visibility of information

Mobile Commerce

The environment for global mobile -commerce
Standardised, reliable data for effective customer information



Bar Codes



Unique, Global Product Identification

Businesses and organisations around the world use them to **automatically identify products, pallets and places**, and manage their supply chains more efficiently.



EDI (Electronic Data Interchange)



One step to the Paperless Office

GS1 eCom standards provide clear guidelines for creating electronic versions of many business documents, enabling trading partners to smoothly **exchange information electronically**.

This means faster, better work ... with **less wasted paper!**



Data Synchronization



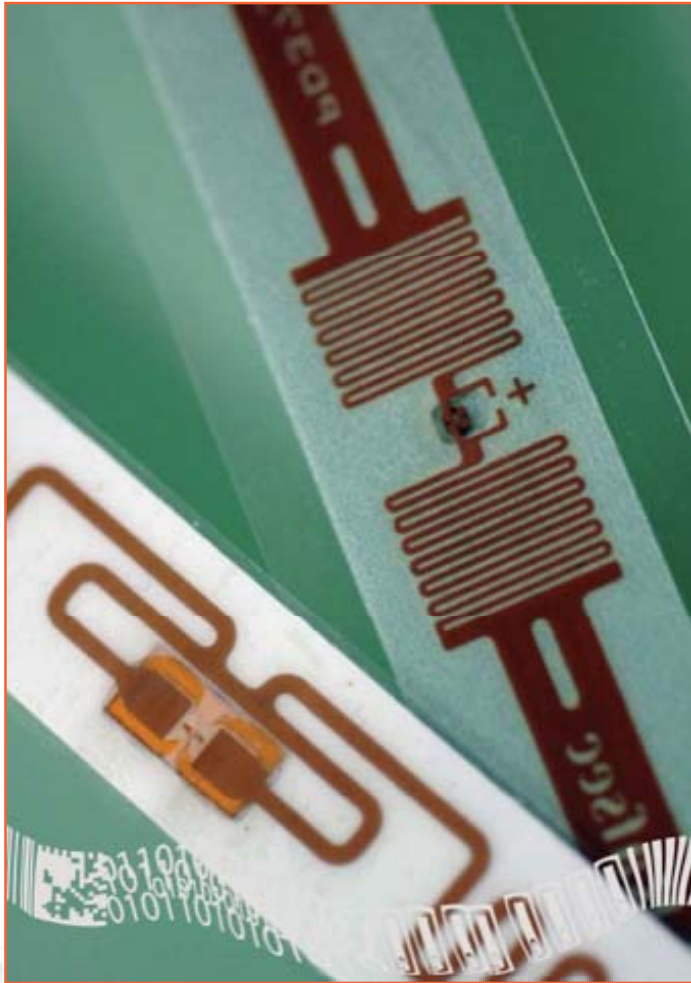
Launching New Products and Promotions much more efficiently

The GS1 Global Data Synchronisation Network (GDSN) enables companies who do business with each other to always have the **same information** in their systems.

Any changes made by one company are made available to all of the others who do business with them.



Electronic Product Code



Full Visibility in the Supply Chain

With GS1 standards encoded onto RFID tags, businesspeople can know not only **what** an item is, but also **where** it is now and where it has been **before**.

This means more effective and streamlined processes in a number of different sectors.



Mobile Commerce

Connecting Companies with Consumers

Companies will need to have the standardize systems to connect with consumers to provide:

- Additional Product Information
- Promotional Offers
- Allergen Information





GS1: Expected & Actual Savings

	Applications	Expected savings	Actual savings
1990 - 2005	EAN barcode EDI PO ECR (VMI-CMI)	0,5%*	5,64%**
2005 - 2020	GDS Simple logistic E-invoice In store RFID	0,5 - 1% ***	4 – 5%

*Mckinsey

**Coopers&lybrands

*** Capgemini, GCI



Consumer Goods: 2008 Survey Results

Total number of Purchase Orders	18 548 917		savings
Number of EDI ORDERS	17267000	93%	235M€
Number of EDI DESADV	5747300	31%	-
Number EDI INVOICE	9391600	51%	160M€
Number of EDI product files	120 000	7%	7M€
Total saving for the french retail industry			402M€
Total number of trade documents			55 647 000
Number of electronic documents			32 405 900
% of electronic documents			58%

The 2008 survey has been made with the participation of 7 retailers representing 82% of the retail french market

These statistics do not include direct store deliveries



DO IT YOURSELF: 2008 Survey Results

Total number of PO	4 500 000		savings
EDI Orders	3 550 000	78%	48M€
EDI Desadv	1 100 000	24%	-
EDI invoic	2 550 000	56%	43M€
Total savings			91M€

Total number of documents	13 500 000
Number of EDI documents	7 200 000
% EDI documents	53%

The survey involves 3 DIY retailers representing 63% of the french market

What's Next





In 2009, the crisis dictates priorities

Help members to reduce there costs

- Facilitate embarking of suppliers in Standard applications
 - E-invoice: EDI & PDF (SME)
 - GDS (SME)
 - Simplify logistic (SME)
 - Close the loop of EDI exchanges with VSE
- Optimize well deployed standard
 - improve speed of check out crossing (20% of speed increase)



What's Next?

1. Know better what GS1 Italy can do for your company
2. Participate in the GS1 Italy task forces with your trading partners to accelerate the adoption of the standards
3. Good luck!!!





**Grazie e
Buona Fortuna
nel 2009 !!!**

