

HDX CONNECTED

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HDeXchange

HDeXchange Introduces Activities-Based Costing Model; Results Show Significant Savings to the Industry

Results from HDX 's recently developed Activity-Based Costing model show that a single purchase order and its corresponding invoices delivered manually or using TransNet cost the trading partners over \$35 collectively. Using HDX Services ' EASY EDI, the same transactions would cost a total of \$5.57. This represents a savings of over \$30 per purchase order and an estimated \$600,000 for the industry in the first quarter of 2003.

ABC is a method of allocating costs to products and services. It is used as a tool for planning and control. ABC allows managers to attribute costs to activities and products more accurately than traditional cost accounting methods. ABC offers an improved means of identifying high overhead costs per unit and finding ways to reduce the costs.

For a detailed view of this model, contact HDX directly at 770-493-6470 or e-mail hdx@att.net.

HDeXchange and TMC Near Approval of Parts Purchasing Guidelines for Fleets

The Technology and Maintenance Council (TMC) is in the final review and approval phases of the Parts Purchasing Guidelines Transaction Sets, with official TMC ballot approval anticipated prior to the TMC Fall Meeting in Cincinnati, Sept. 29 to Oct. 2. Included are guidelines for purchase orders (850), purchase order changes (860), pur-

chase order change acknowledgements (865), advanced shipping notices (856), invoices (810) and application advice (824).

These transaction sets are also expected to be approved by HDX 's Technical Committee as well as the Automotive Industry Action Group 's (AIAG) Truck Advisory Group (TAG) for the original equipment manufacturers.

"With these documents, fleets will be able use universally-approved EDI documents with all of their suppliers," said Kuo, acting as the chairman of TMC 's EDI Parts Purchasing Guidelines Task Force. "The next step will be to actively encourage fleets and their suppliers to comply with these guidelines, reducing the amount of programming dollars required in setting up EDI trading partners," he added.

If you are interested in reviewing these guidelines prior to the balloting process, please contact HDX directly for draft documents.

HDX Services' EASY EDI Traffic up 357%

HDX Services continues to show strong growth from its EASY EDI product. Compared to the first quarter of 2002, EDI traffic through the HDX Services network increased 357% in the first quarter of 2003, compared to the same time frame in 2002. Much of this growth was attributed to a more aggressive trading partner

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base as well as the introduction of HDX 's VMI product.

Top 12 volume users of HDX Services ' EASY EDI for March were:

1. VIPAR Heavy Duty and its Stockholders
2. Harman Heavy Vehicle Specialists
3. ArvinMeritor and Euclid
4. Chicago Rawhide
5. Midwest Wheel Companies
6. Haldex
7. Stemco
8. Preco
9. Grote
10. HD America Headquarters
11. Point Spring
12. Bendix Commercial Vehicle Specialists

Technology Predictions from ComputerWorld

Total Automation: "In 10 years, virtually all operational decision-making within the enterprise will be automated, thus eliminating the need for more than 65% of the middle management workforce. Today, the most innovative business-intelligence technology is able to recommend the optimal course of action based on business rules, representing the first step in automated decision-making. Tomorrow, automated business models and decision-making processes will optimize goal-setting and performance." - *Scott Wiener, Certive Corp.*

Location Matters: "Over the next two years, companies will realize that getting a return on their customer relationship management investments will require combining information about the location of competitors, the location of customers, the demographics and purchase behavior characteristics in different neighborhoods, and the location of business assets - whether they're stores, cell towers or kiosks." - Kevin Antram, MapInfo Corp.

HDX Services to Host Technical / New Products Committee Meeting

HDX Services will be hosting a technical / new products meeting in Atlanta on June 24, 2003. The purpose of this meeting will be to discuss any major technical issues facing the HDX Community, as well as to evaluate possible new products for HDX Services to pursue for the industry. Any HDX member is welcome to attend the meeting, but attendance will be limited. For more information, contact HDX directly.

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