

## *How will we get there?*

The technological advancements of the internet offer Bell Helicopter Textron suppliers and customers several benefits. They include:

- ◆ Faster communication - More responsive to changing business conditions
- ◆ Inexpensive method of sharing information

Suppliers will have several options. They include:

### ☐ **Traditional VAN based EDI:**

Traditional EDI uses ANSI X12 Standard transaction sets and a Value-Added Network (VAN). This is the best value for those who integrate data into their business process. This option will be available to all who require or choose to use it.

### ☐ **Traditional EDI using a VASB:**

A Value-Added Service Bureau (VASB) processes traditional EDI into a form you desire. A VASB provides suppliers an alternative that meets their customer requirements, but may not integrate data into their business process.

### ☐ **Web based EDI:**

Web-based EDI is a new technology made available through improvements in internet technology. Data is processed electronically as Hypertext Markup Language (HTML) and is accessible through the internet with a web browser. This solution is designed to accommodate suppliers who do not integrate data into their business systems. It requires only a web browser, free from Netscape or other providers, and internet access available through an Internet Service Provider (ISP).

## *Web based EDI - our perspective*

Bell Helicopter Textron has evaluated their Materiel business and determined that a majority of our suppliers do

not take full advantage of traditional EDI. For this reason, Bell has decided to offer a web-based alternative to our suppliers. The technological advancements of the internet offer Bell Helicopter Textron a tool to improve their business processes.

## *Bell's web implementation plan*

The Bell Helicopter Textron implementation plan has two phases. They are:

### Phase One:

Set up all active suppliers to receive their business electronically, using traditional EDI, a service bureau, or the internet. The following transactions will be rolled out in phase one: 850 Purchase order, 860 Change order, and their formal acknowledgements 855 and 865.

### Phase Two:

Roll out new transactions to our suppliers either through traditional EDI, the internet, or a combination of both. Some of the new transactions will include:

- 810 Invoice
- 820 Payment Order/Remittance Advice
- 830 Planning Schedule/Forecast
- 840 Request for Quote
- 842 Nonconformance Report with response
- 843 Response to Request for Quote
- 850 Purchase Order
- 855 Purchase Order Acknowledgement
- 856 Advance Ship Notice
- 860 Purchase Order change
- 862 Shipping Schedule
- 865 Change Order Acknowledgement
- 869 Order Status Inquiry
- 870 Order Status Report

For current transaction rollout information visit the Bell ECSL website.

## *Implementation timeline*

### PHASE ONE:

Phase one of the web-based EDI project is scheduled to begin in late May. We plan to have 1,300 to 1,500 suppliers actively engaged in Electronic Commerce by late September.

### PHASE TWO:

Phase two of the Electronic Commerce Supplier Link will begin third quarter 1999 and will continue through the remainder of 2000.

**NOTE: EFFECTIVE OCTOBER 1, 1999  
Bell Helicopter Textron will  
DISCONTINUE PRINTING  
OF PAPER PURCHASE ORDERS.**

## *What are your options?*

Bell Helicopter Textron does not recommend any particular option. We believe that this is a business choice that a supplier must make. Bell Helicopter Textron will grow and support Traditional EDI. Bell will also provide a Web-based alternative hosted by a service provider. The choice is yours, traditional EDI or Web-based EDI

This document has been specially prepared for  
**Bell Helicopter Textron Suppliers**

by the  
**Electronic Commerce EDI Group**

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# Teaming for Success

## *The ESIS connection*

Bell Helicopter Textron has contracted with a Value Added Service Bureau called ESIS, Inc. They will be hosting our web-based alternative to traditional EDI. ESIS will provide Bell Helicopter several advantages. These include:

- Answers to general questions about the web-based solution
- Single point of contact for suppliers
- Allow more suppliers to be Electronic Commerce capable

ESIS will be providing the rollout services for Bell Helicopter Textron's Electronic Commerce Supplier Link. The ESIS option is FREE to all Bell Helicopter Textron suppliers. The only requirement is that you have an Internet Service Provider (ISP) and a web browser. ESIS will be contacting you to discuss your options.

If you do not have an ISP, ESIS recommends AT&T. They can be contacted at (800) 967-5363. ESIS and Bell Helicopter Textron have negotiated discount rates.

Bell Helicopter Textron would like to welcome you to the Electronic Commerce Supplier Link. We appreciate your cooperation in continuing to make Bell Helicopter the most responsive, cost competitive, best value, in the Vertical Take Off and Landing industry.

If you need to contact ESIS, they can be reached at

**(619) 625-0060**

ESIS inc. will be coordinating the rollout effort for Procurement

For more information about ESIS inc. visit their website

**[www.esisinc.com](http://www.esisinc.com)**

## *What do we do next:*

### *For existing EDI-active suppliers :*

1. Please do not make any changes in your current business practices. You will be contacted by ESIS regarding your options.
2. Determine if your preference is traditional EDI, VASB EDI , or the Web-based EDI alternative.
3. Work with ESIS to make the necessary changes.

### *For our Non EDI-active suppliers:*

1. Wait to be contacted by ESIS.
2. Review the options presented and determine the Electronic Commerce option best for your business.
3. Work with ESIS to become EDI-active in a timely fashion.

### *Important dates to remember*

May 24: Rollout begins. Work with ESIS to ensure a successful rollout project  
June 4: Questionnaire and signed copy of the Trading Partner Agreement is due to ESIS  
July 1: Parallel processing begins. Data will be transmitted electronically to suppliers, paper will follow if appropriate.  
Aug 1: First day of production data for the web-based EDI alternative.  
Sept 30: Parallel processing ends: This is the last day for paper business  
Oct 1: Paper (PO's/CO's) is turned off.

For more information visit our website at

**[www.bhti.com/ecom/edi/ecsl](http://www.bhti.com/ecom/edi/ecsl)**

**Bell Helicopter** **TEXTRON**

A Subsidiary of Textron Inc.

## **Electronic Commerce Initiative**

### **Electronic Commerce**

### **Supplier Link (ECSL)**

#### *What is it?*

The Bell Helicopter Textron Electronic Commerce Supplier Link (ECSL) is a combined Procurement and Information Technology project in the US and Canada. It will enable all Bell Helicopter Textron suppliers to become Electronic Commerce (EC) capable.

#### *Where are we now?*

Currently Bell Helicopter Textron has 300 suppliers EC-active with traditional EDI. This accounts for approximately 70 percent of current Purchase order/ Change order volume. With accolades to those suppliers who have allowed us to reach this point, we realize that we have to take a quantum leap forward.

#### *Where are we going?*

In conjunction with the Bell Helicopter Textron Information Technology mission statement, the EDI group is committed to becoming a technology enabler. To that end, we are developing a web-based alternative to traditional EDI which will be available to our suppliers. [Doing business with Bell just got easier.](#)