

## EDI Enrollments



### Industry Fact:

**70% of companies say they lack good alignment between business and IT teams with respect to B2B integration.**

*Aberdeen Group Best in Class B2B Integration Study*

### Business Challenge

The natural drift in companies implementing EDI Enrollments is to focus solely on complying with trading partners' requirements. This makes it hard to foresee the impact such an invasive process will have across your organization.

The complexity involved with EDI, and the challenge of managing enrollment data, perpetuates the problem. You end up with an architecture that was not designed to scale, adapt to new trading partners and requirements, or tightly integrate with existing or future internal applications.

### How This Affects You

You achieve EDI compliance, but you unwillingly implement a disjointed process that is not tightly integrated.

You struggle with every new change, and must allocate costly resources to adapt.

Your enrollment data is increasingly difficult to manage, view, validate, troubleshoot; your valuable technical and business resources are being overburdened.

### Wouldn't it be great if...

You could implement a proven solution that not only makes you EDI compliant, but is flexible enough to handle your unique internal requirements?

You could quickly and easily scale to handle change, add trading partners and transactions, and provide your internal systems with clean, validated data?

You could handle EDI and non-EDI enrollment data in a standardized process?

### Customer Success

*"We had a disparate member base, some of whom could do EDI, some of whom could not. Our goal was to handle most of them through a single, standardized process, regardless of size."*

Looking to standardize enrollment processing, which was becoming time and resource intensive, Delta Dental of Colorado realized they needed a comprehensive solution designed with the flexibility to handle EDI and non-EDI trading partners and to seamlessly integrate with their internal applications.

### The Results

1. Standardized processing for over 80% of trading partners
2. Provided trading partners with real-time validation exceptions
3. Achieved high level data accuracy

The logo for Delta Dental, featuring a stylized white triangle icon to the left of the text "DELTA DENTAL" in a bold, white, sans-serif font, all set against a green rectangular background.

## IF

- You believe your EDI investment should do more than just make you compliant...
- You would like to avoid the costly and painful “learning curve” of continually working towards a mature EDI solution...
- You would like to be able to handle new requirements easily and beat critical deadlines...

## Then

You need **Focused E-Commerce’s Complete EDI Solution for Healthcare** – a unique approach that includes a proven roadmap for EDI and Healthcare integration which leverages “real world” solutions to challenges faced by companies as unique as yours.

## What you Gain

- You get seamless EDI integration with a complete, proven end-to-end solution.
- You benefit from lower implementation costs, budget predictability, and shorter project timelines.
- You get a forward-thinking solution built to quickly and easily handle new requirements.

## What it is

Focused E-Commerce’s Complete EDI Solution for Healthcare is a comprehensive approach. Focused E-Commerce has assessed the needs of companies integrating EDI for Healthcare and built a dramatically different team of experts. They implement an architecture that not only standardizes your data, but gives you the ability to validate and proactively act on that data. You get a solution designed to seamlessly handle upgrades and migrations. You get access to a suite of applications that will enable you to extend your offerings and standardize data across channels.

94% of respondents agree that companies will compete as much through superior processes and service solutions as through superior products.

- Enhancing Customer-Centric Supply Chains:  
A SCM World Research Study

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### Assess

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Your success starts with understanding your needs, both internal and external. This is done with an on-site assessment that is focused on your business and your processes. Your director level, sales people, and end-users are consulted to understand your processes and ensure you receive the maximum benefit.

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### Solve

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In addition to EDI communication and translation software, you may benefit from tools used by organizations like yours to help standardize and validate data before it hits internal applications. You can ensure EDI does not become a black box and implement tools to enhance visibility and notification. Your relationships with your trading partners will evolve, as will your internal processes and capabilities. You will have a flexible platform that will scale and position you for extraordinary growth.