eCommerce Options

September 2012

Table of Contents

eCommerce Introduction

eCommerce, also known as Electronic Commerce, is transacting business over the internet or other networked computers by using electronic tools and techniques. Some of the strategic and operational benefits that Harley-Davidson has from eCommerce are:

- Material requirements automatically sent to the supplier
- Just-In-Time inventory strategy supported
- Order Cycle Time Reduced
- Labor Time and Cost Reduced
- Data Validation
- Inbound Visibility

Companies having their eCommerce process integrated with their material planning, order processing and shipping systems may realize additional benefits. The benefits of eCommerce will vary from company to company. To learn more about eCommerce, please contact a local vendor.

Due to the numerous benefits of Harley-Davidson transacting business via eCommerce, all Harley-Davidson suppliers, regardless of the number of parts provided, must become an eCommerce partner. This document outlines the two options available to become a H-D eCommerce partner.

Please note that becoming an eCommerce partner is considered a foundational requirement of doing business with Harley-Davidson. Failure to become eCommerce capable as directed will have an adverse affect on current and future business opportunities.

Information Portal

To assist future and current partners, Harley-Davidson developed an eCommerce information portal that can be accessed via www.h-dsn.com (no User ID or Password required) → Public Menu button → General Business Information → Electronic Commerce. This page contains information about eCommerce tips, ASN Information, Bar Coding standards, EDI standards, user guides and etc. Please make note of this page as it may be helpful in answering questions.

Transaction Requirements by Business

The below table shows which H-D business requires which eCommerce transactions.

eCommerce Transactions by H-D Business							
Business	Planning Schedule	Purchase Order	Advanced Ship Notice	Advanced Ship Notice for JIS	Ship Schedule	Sequenced JIS or Kanban JIT	Acknowledgement
	830	850	856	856	862	866	997
Europe		X	X				X
General Merchandise		X	X				X
OE - Capitol Drive	X		X		X		X
OE - Kansas City	X		X		X		X
OE - Kansas City Brazil	X		X		X		X
OE - New Factory York	X		X	X	X	X	X
OE - Pilgrim Road	X		X		X		X
OE - Tomahawk	X		X		X		X
OE - Tomahawk Kaphaem	X		X		X		X
P&A	X	X	X				X
Supplier Direct			X		X		X

H-DSN Order Management

Order Management is an eCommerce option that enables the supplier and Harley-Davidson to transact business electronically. Since Order Management is a Harley-Davidson application, the supplier cost is limited to having a computer and Internet access. Order Management is Window-based, user-friendly and intuitive, and can be accessed by logging on to the Harley-Davidson Supplier Network (H-DSN), www.h-dsn.com.

Order Management allows the supplier to receive forecasts and orders, to send Advanced Ship Notices (ASNs), and to send ASN data to Edibar's Web Print Internet application for the automatic creation of Container labels. Please note that to send data to Web Print, a Web Print subscription to the Harley-Davidson community must be obtained from Edibar (http://www.edibar.com/webprint.shtml).

Learning to use Order Management is set at the user's pace using the self-training material posted on the Tutorial & User Guides web page accessed by logging into www.h-dsn.com → Menu → Tutorial & User Guides.

H-DSN Logon

To access Order Management, an H-DSN logon is required. To obtain a logon the following steps must be followed:

1. The H-D purchasing representative must follow the steps outlined in the Supplier Activation Process document accessed by logging onto H-DSN → Menu → Registration → Supplier Activation Process. If this step is not completed, the supplier may receive an error message stating to contact the purchasing representative during the registration process.

2. Once the above step is completed, the supplier can register for an H-DSN logon by following the steps outlined in the Registration User Guide accessed by www.h-dsn.com (No User ID or Password Required) → Public Menu → Registration → Registration User Guide.

H-DSN logons are distributed to suppliers each Monday, provided the registration is done by close of business on Thursday the week before. For example: In order to receive an H-DSN logon on the activation date of Monday, September 24, 2012, the registration must be completed by close of business on Thursday, September 20, 2012.

Traditional EDI

Electronic Data Interchange (EDI), or a version of it, has been in existence since the 1960s. Over the years, EDI has been defined as the exchange of routine business documents in a standardized format. Today, EDI is still one of the most widely used forms of eCommerce to execute business transactions.

Implementing EDI is costly as it requires hardware, software, a value added network, and technical resources. EDI can be implemented at different levels. Suppliers who chose to utilize the full functionality of an EDI transaction by directly integrating the transaction into their business applications are recognizing the increased benefit of eCommerce by eliminating unnecessary process activities such as data entry. We encourage all suppliers to utilize this full functionality thereby enhancing the cost justification of EDI implementation. For additional information, please contact an EDI vendor.

Document Format

Harley-Davidson requires the American National Standards Institute (ANSI), Version 4010, to be used when trading.

Products

Harley-Davidson does not recommend a specific hardware, software, or value added network. The only requirement is that the required business transactions are set up and tested within the timeframe agreed upon by the supplier and Harley-Davidson.

Transaction Testing

All required business transactions must be tested with the Harley-Davidson EDI Department. To determine which EDI transactions are required for testing, refer to the **Transaction Requirements by Business** section in this document. After your EDI system is mapped and ready to test, please contact the Harley-Davidson EDI Department via email at HD-EDIAdmin@harley-davidson.com and include the following information:

- Your company's test EDI Qualifier and ID
- Your company's production EDI Qualifier and ID
- Your company's VAN
- Your company's H-D Supplier ID
- The businesses within H-D that your company will be supporting

All test data will contain the following IDs:

- ISA 05:   01
- ISA 06:   062629324
- GS 02:   062629324

ASN test data must contain the following IDs:

- ISA07:   01
- ISA 08:   062629324
- GS 03:   062629324

It is the responsibility of the supplier to implement the lessons learned from the testing experience to the production environment, which includes system modifications and training of the individual(s) creating ASNs.

Testing the 830, 850 and 862 Transactions

The 830 (Planning Schedule), 850 (Purchase Order) and 862 (Ship Schedule) transactions are individual tests. These are Harley-Davidson's outbound transactions. To meet certification for each test, the supplier's EDI system must accept the EDI document and return an accepted functional acknowledgement (EDI 997).

Testing the 866 Transaction

Only selected suppliers will be required to implement the 866 (Sequenced JIS or Kanban JIT) transaction, which is an Harley-Davidson outbound document. Testing of this transaction is only needed if prompted by Harley-Davidson.

Testing the 856 Transaction

The 856 (Advance Ship Notice) is Harley-Davidson's inbound transaction. To obtain certification for this test, the supplier must send an 856 that meets the published Harley-Davidson standard. If errors are identified in the original 856 submission, the supplier will be require to submit, in a timely manner, subsequent 856 transactions until it is error-free.

Testing Completion

At the completion of testing, Harley-Davidson will notify the supplier.

Production Data

After all required business transactions are certified, Harley-Davidson will complete the production set up.

Harley-Davidson production EDI Qualifier and ID is 01 / 062629324.

eCommerce Partner Expectations

Once the supplier becomes eCommerce capable all communication of Harley-Davidson requirements and notification to Harley-Davidson of inbound shipments is done electronically. It is the supplier's responsibility to training appropriate staff in the processes necessary to receive forecast information and orders as well as sending ASNs.

Questions

Please feel free to contact the Harley-Davidson EDI Department via email at HD-EDIAdmin@harley-davidson.com with any questions you may have.