

# PARTNER ENABLEMENT SHEET

A resource for recognizing when EDI can help your clients.



## EDI with UniLink

We will become the virtual EDI department for you and your client.

- Work directly with our developers through the entire implementation, beyond production.
- We know our accounts and serve as EDI project managers for you and your clients.
- We handle trading partner onboarding and testing.
- We provide proactive account maintenance.
- You get direct Level 2 IT support from our developers.
- You don't need to be an EDI expert, we do.

## Client Interaction

Listen for these *common problems that can be alleviated with EDI*:

- We're not compliant with a retailer or customer.
- A key customer wants us to send documents electronically but we don't know how.
- We're getting fined or deducted chargebacks.
- We spend so much time on data entry.
- We're trying to onboard a new big customer but they have requirements we can't meet.
- Our ERP doesn't talk to our customer's system.
- We're growing and our current process doesn't scale.

## ERP Migrations

An ERP migration is the most natural time to raise EDI — it fits the conversation, feels proactive, and prevents costly oversights at go-live. *Questions to ask:*

- What manual processes can we automate during configuration to keep data clean and consistent across workflows?
- Who owns the EDI piece of this migration, and where does it sit on the project timeline?
- Which trading partners require EDI, and are they accounted for so nothing goes dark at cutover?

## Business Optimization Reviews

If a client is manually touching data that could move automatically between systems, there is an EDI opportunity. *Questions you can ask during BORs:*

- How are you currently exchanging POs, invoices, or shipping documents with your trading partners?
- Are any of your key customers or suppliers requiring electronic document exchange or will they?
- Where do bottlenecks happen in order fulfillment?
- How much manual entry are you doing now?

## When does EDI become cost-effective for your clients?

EDI with UniLink covers its cost compared to manual processing at around 50 transactions/month. By 290 transactions per month, *the savings are compounding*.

But cost is only part of the story. EDI makes sense even earlier when clients have:

- POs with many line items or high-ticket transactions
- Key customers or retailers requiring compliance
- Data complexity across multiple trading partners
- Growth goals that manual processes can't scale to meet

### **A better question: what's the cost of not doing EDI?**

At even 200 transactions/month, a single chargeback, missed shipment window, or lost trading partner relationship likely exceeds a full year of managed EDI fees.

## Next Steps

Ready to start the conversation?

Contact your Business Development Rep directly, email us, or fill out the form on our partner page.

We'll help you qualify the opportunity, run ROI, answer technical questions, and handle everything from there.

**sales@unilinkgroup.com**  
**888-226-8089**



A competitive edge for you and your customers with a trusted, fully managed EDI solution tailored to their needs and trading partner requirements.



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Partner Page