



**speaking one digital language  
in fashion business**







***Fashion companies in the supply chains are mutually dependent.***

***The full potential of digital communications can only be realised with times to market effectively reduced if **ALL** business partners are digitally integrated.***

***IT providers offering eBIZ compliant solutions enjoy a competitive advantage because they can support **ANY** of their fashion clients better.***



# Communication is fashionable

## A common language beyond borders (and different IT systems)

### What is eBIZ?

eBIZ is the European public private initiative pursuing the use and greater interoperability of digital communication (e-Business) between companies of the Fashion industry.

Since 2008 eBIZ supports the actual use of e-Business by fashion companies and it harmonizes digital languages/procedures through its key result: the eBIZ Reference Architecture.

The eBIZ initiative evolves in time to keep helping textile, clothing and footwear companies to go digital, a better digital integration for both large companies and SMEs.

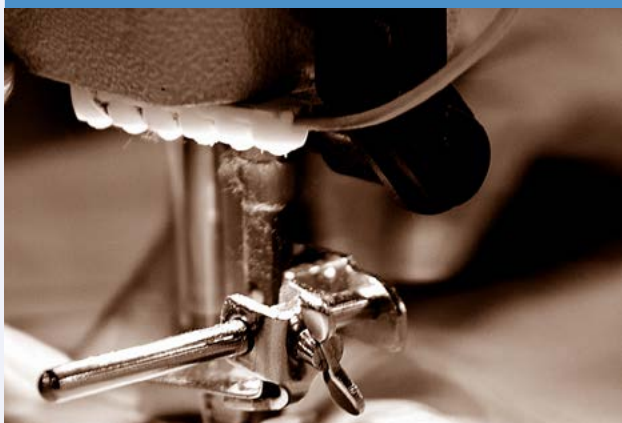
### What is the eBIZ Reference Architecture ?

The Reference Architecture is a Guide. It is a technical guiding document supported by on-line resources and a compliance-check tool.

The Architecture defines agreed specifications on: Business Models, Business Processes, Data Models, Product Identification and Classification, Communication Protocols.

It is free and available on line. It is used by IT specialists to create new eBusiness connections or to update those already used by fashion companies.

Since June 2013, the Architecture is also an official document (CWA) published by CEN, the European Committee for Standardization.



### Why a standard language?

eBusiness is based on the digital exchange of data and electronic documents (like orders) among companies.

The use of different, non-compatible, digital languages is a costly barrier for companies to speak with each other.

### A standard reference architecture creates 1 language allowing: cost cutting & higher efficiency

Any company which adopts a standardized digital language and shared procedures benefits greatly of costs reduction, no errors and time saving.

Comparing with non-compatible proprietary data formats, a standard language facilitates setting up new data exchanges with new clients or suppliers and it reduces maintenance costs ensuring flexibility over time.

A standard language for companies not yet exchanging data digitally (e.g. using fax) means lowering the eBusiness entry-costs and secure the investment.

# Using eBIZ

## How to use it?

"The typical eBIZ adoption"

1

Two or more companies define the information they wish to share, for instance ordering of goods, delivery planning, dispatch delivery etc. IT providers or other specialists may support and assess the companies information needs.

2

An IT supplier or a fashion company's IT manager consult the **eBIZ Reference Architecture**, choose the relevant specifications among the over 200 available, and finally update the information systems.

Companies may wish check their compliance by sending test messages to the on-line eBIZ compliance-checking tool.

*Support, business cases and technical documents are available through the eBIZ website*

## To exchange data efficiently with suppliers and customers is a key element of success.

*By mid 2013 over 300 companies across Europe have benefited from eBIZ, companies choose to use and promote eBIZ because:*

It is designed for the business needs of textiles, apparel and footwear

It provides great savings in maintenance and ERP updating

It can support public co-funding, particularly in case of funds to help SMEs in using IT

It is publicly available and can be used free of charges by any IT operator working in fashion

It helps fashion companies to use data and the IT providers to growth and deliver

It is coordinated and technically managed by the technology independent organisations, EURATEX and ENEA

It has been field tested and in use for many years by both large fashion groups and SMEs

It significantly simplifies procedures, erasing errors in manual data entry

It reduces the labour cost component in orders management

It can be used progressively in the value chain, starting with basic exchanges and expanded later

**It has evolved based on the need of fashion business**

# Business cases

## eBIZ efficiency and costs

Thanks to an eBIZ based solution the clothing company **IN.CO.** of the **Zegna Group** has reduced by 60% the cost of order management, and uses it to order over 70% of wool, cotton fabrics and yarns.

In a real business case a medium size clothing company:

- has reduced the cost of processing time from 205,000 to 74,800 Euros per year; from 646 to 230 man-days
- has erased errors in orders management: from 15% to a range between 1% and 0 %
- has improved order time response by 10-15% for seasonal orders and by 1-2 days for quick orders.

## eBIZ optimising planning with subcontractors

Through eBIZ the **Cariaggi** company which specialises in high-quality yarns has eliminated the use of fax and has reduced the use of phones / email for requested changes in planned production with sub-contractors by 95%.

Thanks to eBIZ Cariaggi also has eliminated errors of data transcription and has reduced delays in deliveries by 95% and has increased productivity by about 25% in the management and planning of production.

Annually Cariaggi exchanges some 26.000 eBIZ compliant messages

## eBIZ flexibility: using only what's needed

With eBIZ the **Albini** Group uses the same standard with several different clients. When receiving new client requests the cotton mill is quickly able to activate new integration services with very little effort by its IT and commercial staff.

## eBIZ how to IT uses it

The IT solution provider **Schaeffer Productique** has enabled eBIZ compatible data exchanges with about 76 French companies and other European companies under the French program ECOLTEX. Schaeffer Productique autonomously found and implemented the relevant eBIZ specifications.

## eBIZ speed up logistic

The company **Loro Piana** uses eBIZ to communicate in advance with subcontractors, reducing the management effort to process feedback. For their part the subcontractors are able to plan their activities better, to significantly improve the time to process fabrics and to reduce errors.

## eBIZ in footwear

**UNISA** produces more than a million pair of shoes yearly most of which are sold across Europe, acquiring most important raw materials from Italian, Spanish and Indian suppliers. Data exchange through eBIZ has evolved over the years and currently provides the main entry point for orders with over 25.000 message exchanged yearly. The main benefits indicated are: increased efficiency, reduced operating costs and reduced errors.



# Business cases

## eBIZ beyond borders

The Belgian brand **Bivolino**, specialising in shirts and customised products, used eBIZ in the CoreNet project to create new methods of engineering production processes for customised products. Bivolino communicates through eBIZ with its Italian knitwear supplier. A single language across Europe.

## eBIZ expanding in retail

The UK fashion IT Company, **i.level software**, believes eBIZ will assist in harmonising fashion IT data transfer and protocols across the European fashion industry. The company is expanding its core fashion software business into mainland Europe and eBIZ will help continue i.level's fast and cost effective brand and host integrations.

## eBIZ in quick IT updates

eBIZ is easy for IT specialists to use it. The **Software House Domina** on average takes only one day to enable a company ERP to send or receive a new type of eBIZ compliant document (order, dispatch advice,...). Once introduced, eBIZ can be used with any other new eBIZ compliant supplier or customer.

## eBIZ and RFID

The 2013 edition of the eBIZ Reference Architecture has a new section dedicated to the use of RFID. The use of RFID optimises logistics (picking, receiving goods, etc.) and its adoption in parallel with eBIZ enhances the typical RFID-benefits of real time-data by enabling information sharing with business partners. Further uses which can be supported by eBIZ include: traceability, fighting against counterfeiting and unauthorised distribution channels.

*NOTE the above business cases are based on public information, details and further information available on the eBIZ website*

[www.ebiz-tcf.eu](http://www.ebiz-tcf.eu)





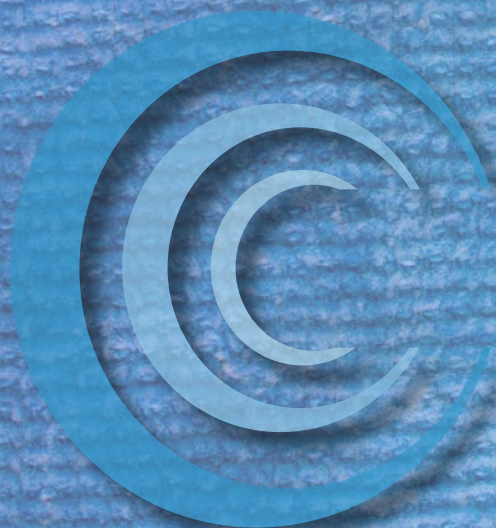
# Background and acknowledgements

## the CEN eBIZ Workshop

eBIZ was first launched in 2008 by the European Commission, EURATEX and ENEA, in collaboration with CEC. The first, pilot, phase of the eBIZ initiative defined a common electronic language for easier use of eBusiness by fashion companies and particularly by SMEs. Over 150 European companies tested the eBIZ Reference Architecture between 2008-2010.

Thanks to the support of the European Commission between 2012-2013 eBIZ experience a second phase and grows significantly through the CEN eBIZ Workshop which delivers:

- **54 organizations** from 10 european countries gathered into the international working group set up under CEN eBIZ Workshop made up of 74 participants from IT suppliers for fashion (48%), Research/consultants/Uni (28%), and fashion industry (25%)
- a CEN Wokrshop Agreement (CWA) represented by a new version of the **eBIZ Reference Architecture** for interoperability of e-Business and enrich the previous version on: RFID, elnvoicing, Business models, yarn technical data etc.
- 9 public ad-hoc meetings unveiling the mass of **eBIZ users** across Europe, estimated in over 300 companies, and marking once again the benefits of a common, interoperable language for the fashion business.





More Information  
[www.ebiz-tcf.eu](http://www.ebiz-tcf.eu)



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