

Electronic Commerce Made as Easy as 1,2,3

The Kellogg Company and its subsidiaries are continually striving to improve business processes within all areas of our companies. By replacing inefficient paper-based documents with Electronic Commerce B2B solutions, both we and our business partners can benefit. The Kellogg Company Electronic Commerce B2B program includes purchase orders, purchase order changes, invoices, invoice credits, invoice rejections and payments.

This initiative benefits both of us

We are working to lower our supply chain costs so we can remain competitive in the market and grow our business—and thereby grow the business of business partners like you.

Direct benefits to you

- Faster processing of your invoices and payments resulting in improved cash flow
- Fewer invoice rejections and delays due to errors
- Improved visibility and tracking of purchase order changes
- Maintain or improve your business relationship

“We have really been pleased with Sterling Web Forms and wish we hadn’t waited so long. We have fewer rejected invoices and are getting paid much more quickly.”

—Kellogg Supplier

“We were able to save money by canceling our prior EDI solution and using the Sterling Web Forms provided free by Kellogg.”

—Kellogg Supplier

Direct benefits to Kellogg Company

- Lower costs associated with manually rekeying invoices or faxing purchase orders
- Fewer errors associated with orders and invoices
- Improved visibility of critical business information

How we are making it easy for you

We chose Sterling Commerce, a global leader in Electronic Commerce B2B solutions, as our strategic partner. Sterling Commerce has three Electronic Commerce solutions available for our business partners...and Sterling Commerce is ready to work with you to identify which package best fits your needs. We are also providing you with expert support from a Sterling Commerce Implementation Specialist, and we are paying for a simple FREE Web based solution so you don’t have to. All you have to do is choose an option and sign up.

Here are the 3 options

Sterling Web Forms

- – A FREE, easy to use, Internet based solution that requires only an Internet Service Provider (ISP) and a Web browser

EDI (Electronic Data Interchange)

- Implementation – Leverage your current solution, or partner with Sterling Commerce.

Other alternatives

- – CSV files can be uploaded to the Kellogg Company in a pre-defined format using the FREE Sterling Web Forms as an upload tool.

“We use EDI at our company but our IT department wasn’t able to respond fast enough, so we are using the free Sterling Web Forms while IT catches up. We were able to start using the Web Forms solution within minutes of signing up.”

—Kellogg Supplier

Step 1

Review your options

- This will give you the information you need to determine what solution is best for your business.

Step 2

Choose an option

- If Sterling Web Forms is your chosen solution – Please send an e-mail to pro.ecommerce@kellogg.com and an EDI Analyst will contact you with more information.
- If EDI is your chosen solution – Please review the Direct EDI Specifications listed in this link – [EDI Specifications](#)
- to obtain the Kellogg Company document specifications. Please email the Pro Ecommerce Team at pro.ecommerce@kellogg.com
- Prior to the actual testing contact your VAN to have an interconnect set up for ZZ-KELLSIBTEST. This ID will be used for both sending and receiving during testing.
- If Other Alternatives is your chosen solution – Please send an e-mail to pro.ecommerce@kellogg.com and an EDI Analyst will contact you with more information.

Step 3

EFT payment

- The Kellogg Company is moving to an EFT program for all US [US EFT](#) and Canadian payments [Canadian EFT](#)
- The Kellogg EFT form is required and must be returned with a signature. Custom forms will not be accepted. Please contact our Accounts Payable Team and/or Vendor Master Team at the email address of ap.operations.na@support.kellogg.com or phone line 269-961-6693 Option #3.

About Sterling Commerce

Sterling Commerce, an IBM® Company, helps organizations worldwide increase business agility in their dynamic business network through innovative solutions for selling and fulfillment and for seamless and secure integration with customers, partners and suppliers. More information can be found at www.sterlingcommerce.com.

The Kellogg's logo is rendered in a vibrant red, cursive script font. The letters are thick and fluid, with a classic, nostalgic feel. A small registered trademark symbol (®) is positioned at the end of the word.