

addition, user costs to develop application interfaces to in-network translation are typically higher than with on-site EDI translation software. Using in-network translation also precludes effective application integration of EDI and the substantial benefits that can accrue from this. As well, it is still necessary for businesses to have their own communications system to transmit messages to the VAN.

vii) **EDI-to-Paper Conversion**

Some networks offer services to convert EDI messages to paper documents and either FAX or mail these documents to the recipient. These services do not provide EDI benefits of application-to-application integration, nor do they encourage trading partners to become knowledgeable or proficient in EDI. As stop gap measures to alleviate an acute problem they are useful. They may also be the only way to interface a company's EDI system with an important, very small trading partner or group of small trading partners who have no EDI capability and who will not acquire it.