

There are three recommendations for companies to consider:

First, they should be prepared to use either interconnect services or multiple VANs, or even both over time because, if they have a large number of varied trading partners in different geographic locations, they may need to accommodate their needs to be successful.

Second, they should start with one network and no interconnects while they learn to use EDI.

Third, they should make every effort to avoid poor quality interconnects and insist on X12 mailbag or X.400 methods (see Chapter 3.2 section iii).