5.4.3 Pricing Model

As part of the survey, a pricing model was developed to assist in a price comparison. The model detailed EDI message volumes for domestic and international EDI exchange. It set forth the EDI character volume, the number of EDI messages, the number of sessions and the locations of the sending and receiving partners. Further, the model specified that async access would be used and that all activity would occur in prime-time.

The model asked the VANs to provide costs for the following:

i)	Fifty X12 Invoices sent and received within Canada	
ii)	One Hundred EDIFACT messages	- Toronto to London U.K.
iii)	" " "	- Toronto to Zurich, Switzerland
iv)	" " "	- Toronto to Tokyo, Japan
v)	" " "	- London to Toronto
vi)	" " "	- Zurich to Toronto
vii)	" " "	- Tokyo to Toronto

Even with this pricing model, it is not possible to develop a simple table of VAN prices without performing a detailed analysis of what each VAN is providing, and how different user needs and assumptions could affect the costs.

5.4.4 Pricing Model Results

The VANs responses to the survey pricing model required careful analysis of how the VAN quoted charges, what services were included and how variations in the pricing model would affect costs.

In reviewing the responses, there were several factors that confounded a direct price comparison:

i) Monthly charges, monthly minima, and annual fees would affect the user's and trading partners' costs.

ii) The allocation of charges between sender and receiver varied between VANs.

iii) Different assumptions had been used in the VANs' preparation of their responses.

iv) VANs' prices varied between domestic and international usage.