

# Welcome to the North America Financial Services Center (NAFSC)

## Supplier Expectations – Doing Business with Eaton Corporation

Eaton Corporation expects all suppliers to utilize a form of electronic processing for submission of purchase order related invoices. The three (3) options are as follows:

### 1. Electronic Data Interchange (EDI)

EDI is the paperless, application-to-application communication of business documents (transaction sets) between organizations in a standardized format. The NAFSC currently offers the ANSI-X12 standard via our Sterling VAN. Visit Eaton's [EDI](#) page for further detail.

Suppliers are expected to also be a user of Supplier Invoicing (see below) for the creation of credit memos and invoice/payment inquiry.

- Criteria to become an EDI Supplier
  - ❖ Large volume (greater than 100 invoices per month)
  - ❖ Successful testing
  - ❖ Proven, experienced EDI staff

### 2. Evaluated Receipt Settlement (ERS)

ERS pays from the receipt of goods versus the receipt of a supplier's invoice.

Suppliers are expected to also be a user of Supplier Invoicing (see below) for the creation of non-ERS related purchase order invoices, credit memo's and invoice/payment inquiry.

- Criteria to become an ERS Supplier
  - ❖ Criteria are established on a plant-by-plant basis. You will be contacted if you qualify for this method.

### 3. Supplier Invoicing

Eaton Corporation has implemented a supplier self-service application called Supplier Invoicing for North America to better serve the needs of our suppliers. This new tool will utilize Oracle's iSupplier application. Supplier Invoicing is an internet self-service application which gives the suppliers the ability to directly access and enter business transactions as related to invoices. Registration is required to gain access. If you are interested in registering and have not received a request to register, please send an email to [APNAFSCE-Commerce@Eaton.com](mailto:APNAFSCE-Commerce@Eaton.com) with the email addresses of those requiring access this tool. Once received, a request to register will be sent.

In addition, this tool provides self service access for all inquiries regarding invoice and payment status. Suppliers are expected to use to this application to query invoice status and payment detail.

- Criteria
  - ❖ None.

To assist you in your e-Commerce endeavors, please contact [APNAFSCE-Commerce@Eaton.com](mailto:APNAFSCE-Commerce@Eaton.com).

### **Benefits of Supplier Invoicing for North America**

- ✓ Easy to use interface in a secure self-service environment
- ✓ Real-time access to invoice and payment information 24 x 7 x 365
- ✓ Easy access through a standard web browser
- ✓ Ability to electronically generate invoices against purchase orders
- ✓ Robust search capabilities
- ✓ Detailed cash application information for payments
- ✓ Reduced cycle time via less paper handling and data entry errors

### **Consequences for non-compliance**

- Failure to comply with Eaton Corporations' electronic initiative will result in escalation to your Supply Chain contact within the Eaton operations for resolution.
- In addition, Eaton has a goal to reduce its supply base by 50%. Non-compliance with Eaton's administrative requirements may be one of the determining factors in this reduction.

### **[Frequently Asked Questions \(FAQ's\)](#)**

#### **[Online Training](#)**

**[Registration:](#)** If you are interested in registering and have not received a request to register, please send an email to [APNAFSCE-Commerce@Eaton.com](mailto:APNAFSCE-Commerce@Eaton.com) with the email addresses of those requiring access this tool. Once received, a request to register will be sent.

#### **[Other Useful Links](#)**