

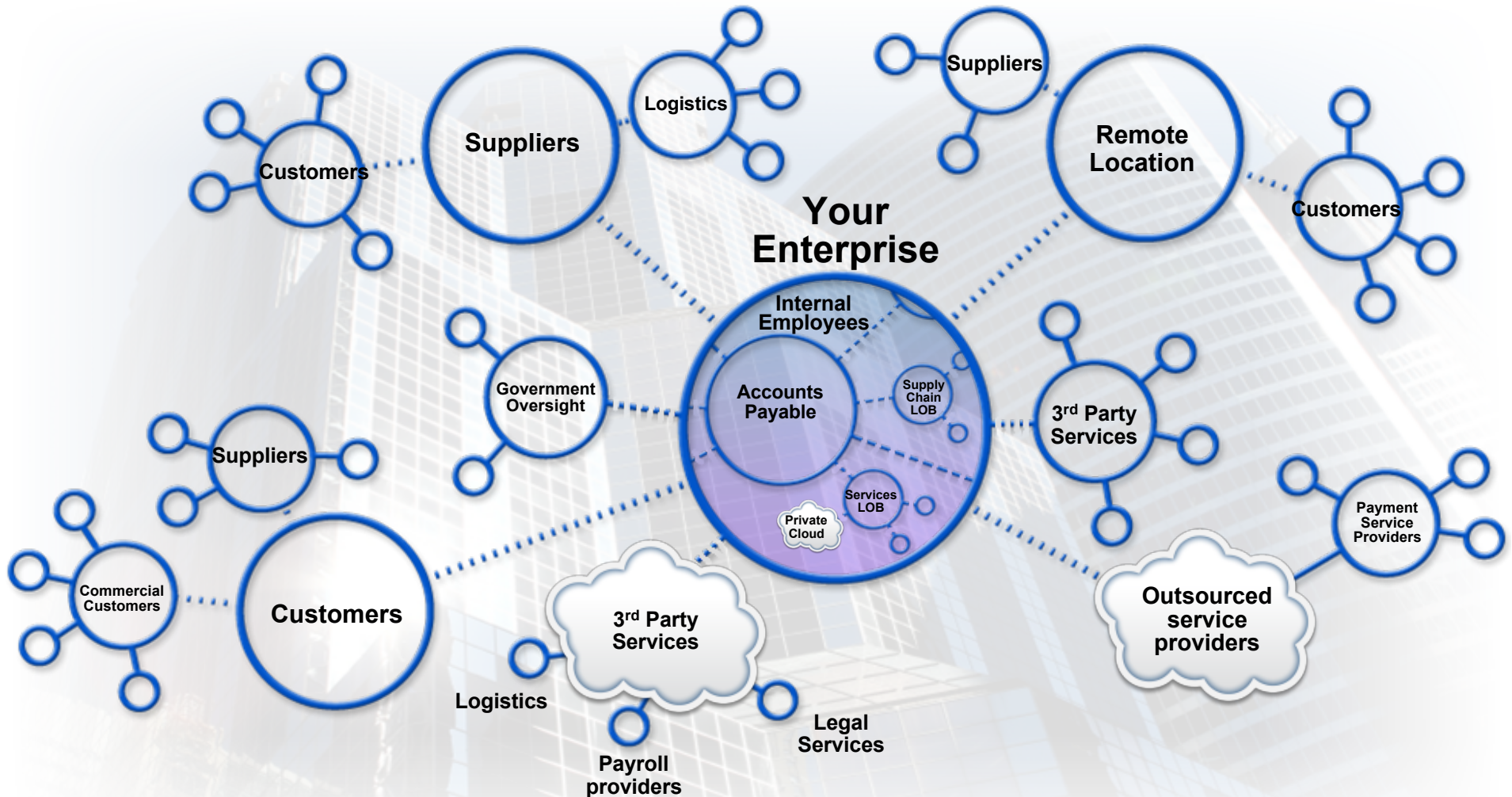


IBM® Sterling B2B Cloud Services

Flexible cloud technologies and expert services to optimize your dynamic business network



Success depends on optimizing and transforming your dynamic business network...

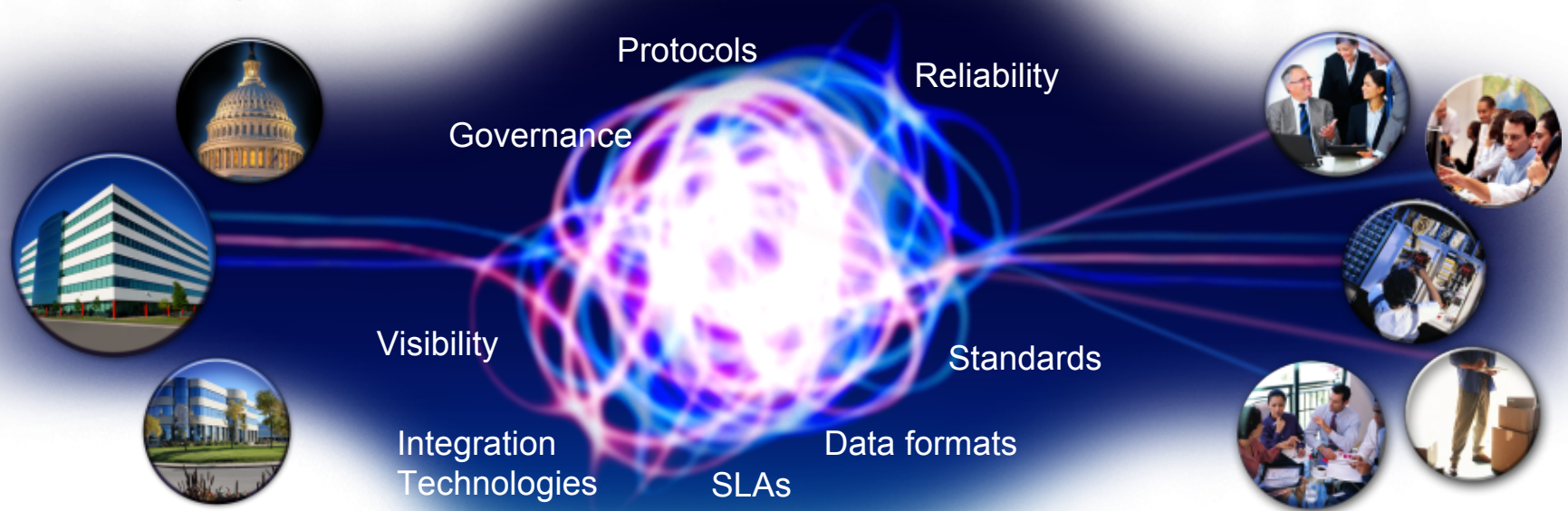


To compete in today's business environment, organizations must execute across a broad and increasingly dynamic business network.

Companies across all industries are facing an increasingly complex B2B Integration problem...

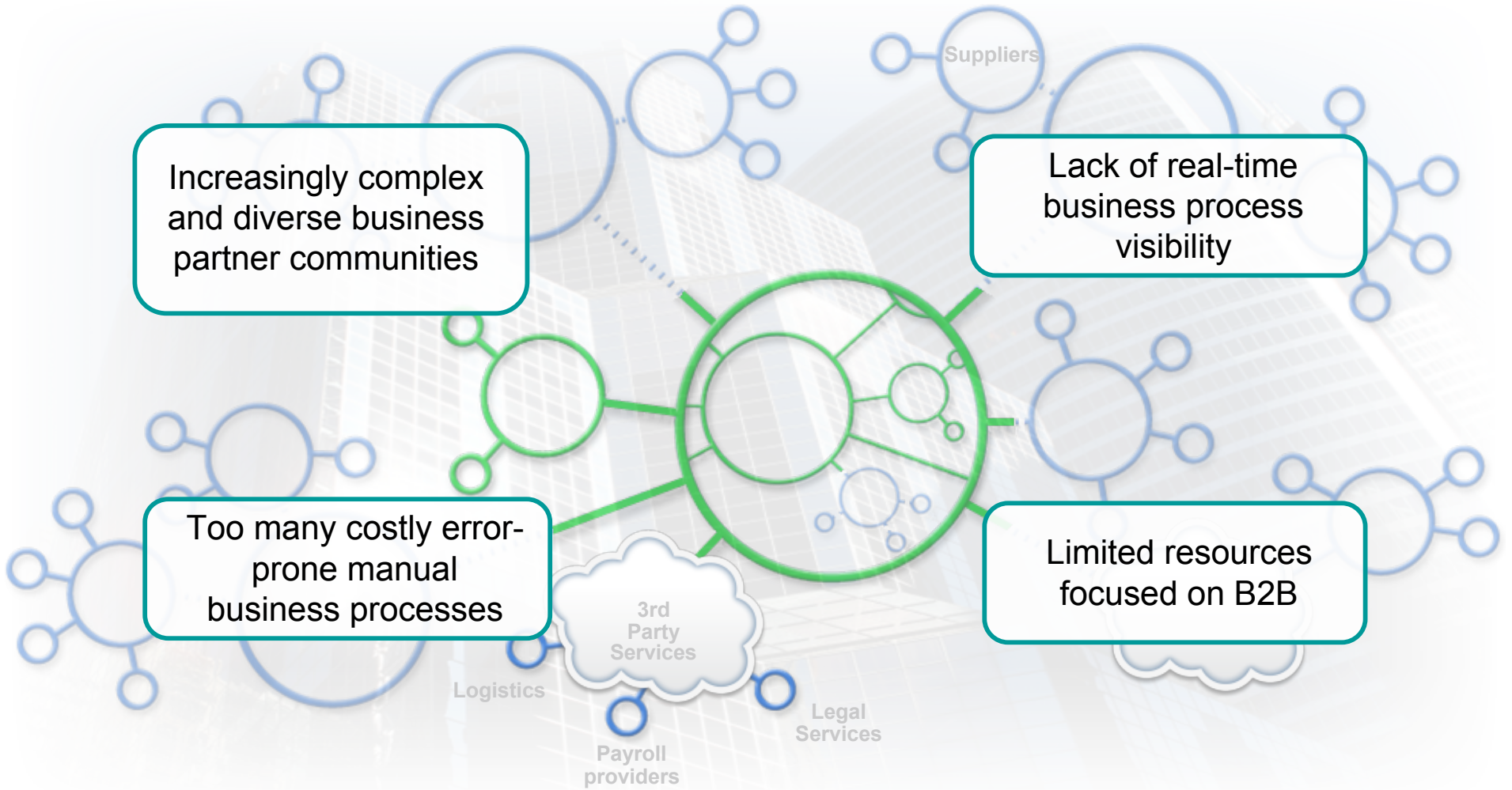
Multi-Enterprise Organization's

Trading Partners



The need to be globally integrated is driving an expansion of ecosystems and the number of partner organizations transacted with

Resulting in these business challenges...



Companies need comprehensive B2B Integration capabilities to...



Reduce the time and complexity of securely and flexibly integrating 100% of partner communities



Seamlessly automate and extend internal business processes to external partners

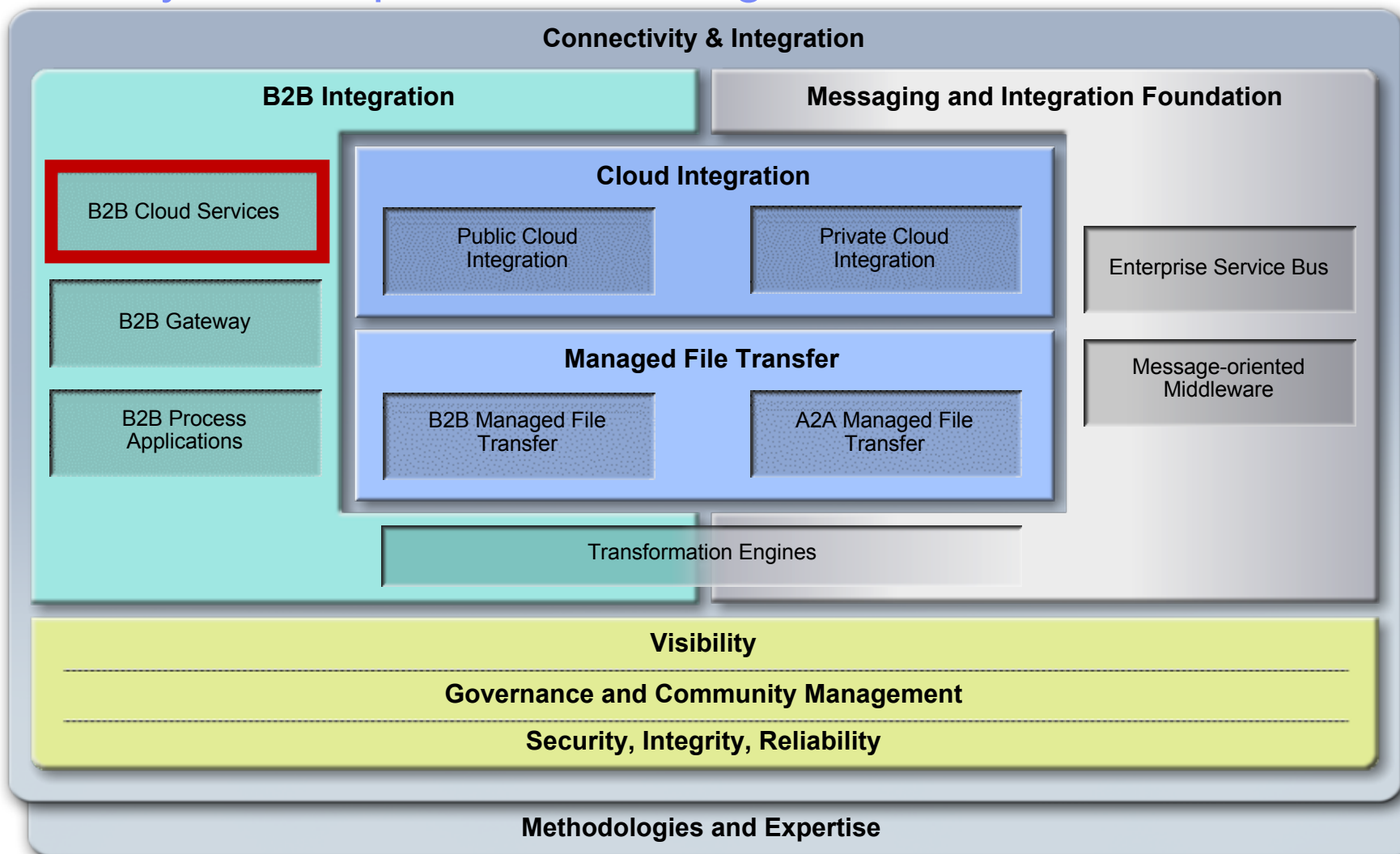


Provide visibility into actionable information across key IT and business processes



Accelerate the ROI of B2B projects and use their internal resources where they need them most

IBM provides the necessary agility foundation to gain and sustain your competitive advantage...

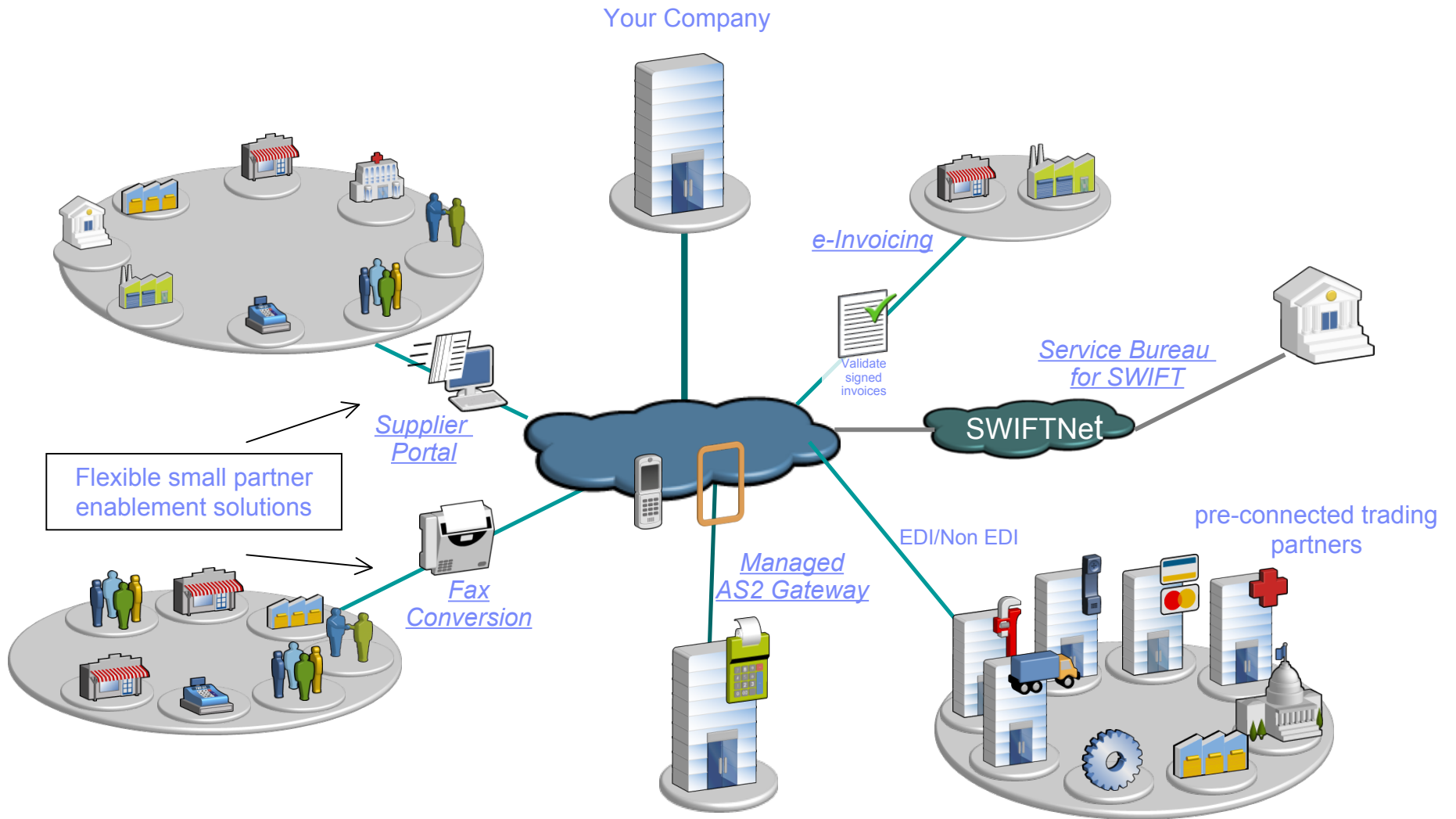




IBM® Sterling B2B Collaboration Network

Rapidly connect, exchange, and manage business data with global partners

Seamlessly automate and extend internal business processes to global partners...





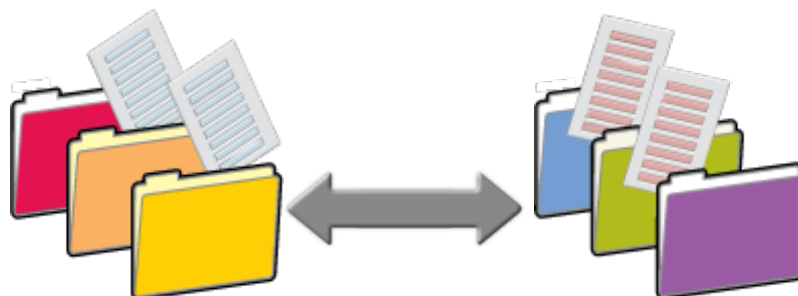
Transformation Services

Collaboration flexibility regardless of data format

IBM® Sterling Mapping Services and IBM® Sterling Transformation Services

Reduces the strain on resources for complex integration requirements

- Data maps developed, maintained, supported, and tested to your specifications and enables data to be converted from one format to another
- In-network translation supporting:
 - EDI to EDI
 - EDI to Proprietary
 - Proprietary to EDI
 - EDI to XML
 - XML to EDI
 - XML to XML
 - XML to Proprietary
 - Proprietary to XML

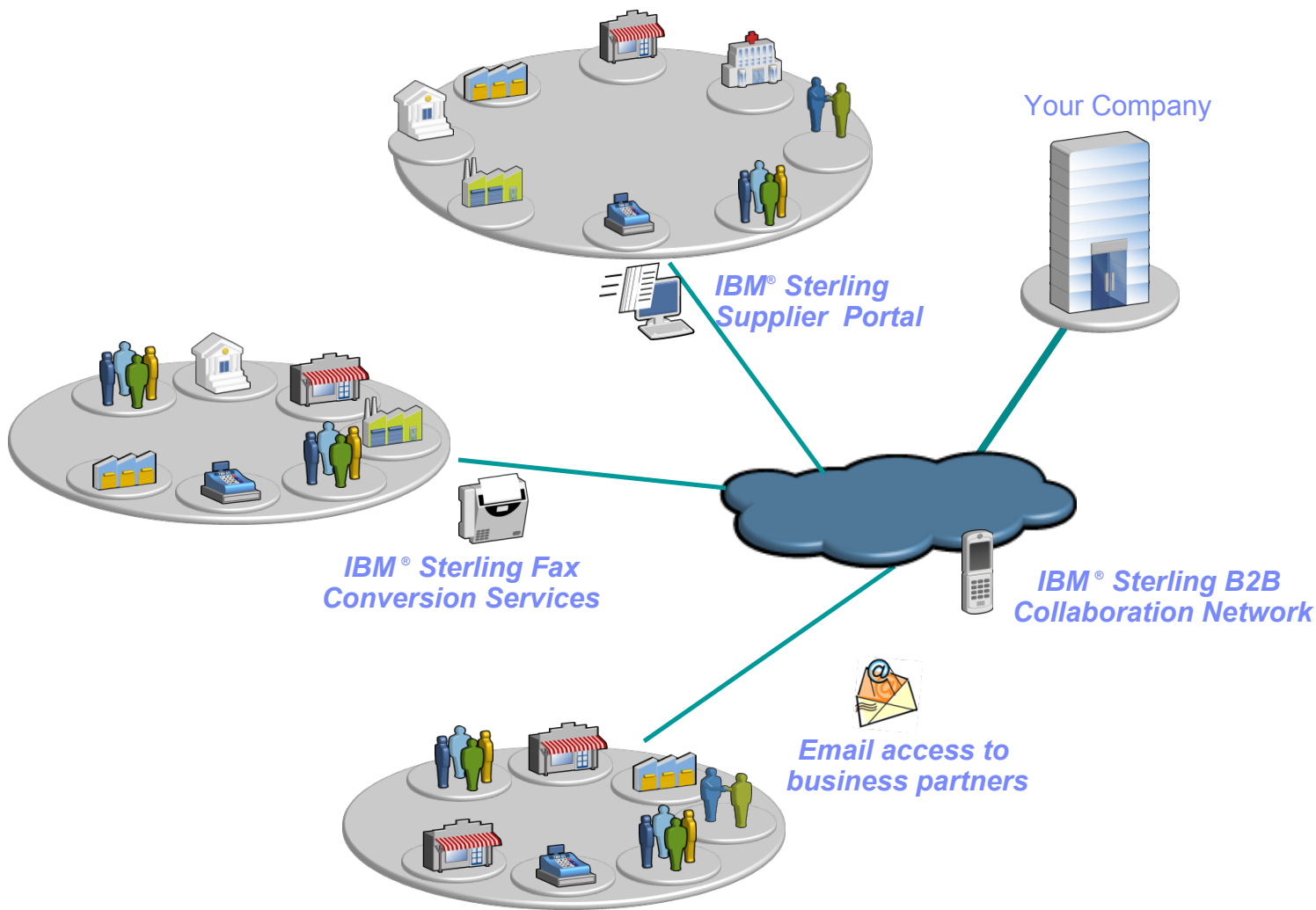




Small partner community enablement solutions

Eliminate costly error-prone manual
business processes

Extend your electronic B2B community to partners and customers regardless of their technical expertise or size...



There is value in automating even small trading partners...

- The cost is in the manual processing of a document, regardless of volume per partner
- Assume the processing of an order or invoice costs \$10:
 - 100 partners x 1000 transactions x \$10 = \$1M
 - 1000 small partners x 100 transaction x \$10 = \$1M
- Automation = improved cost savings & profitability

Median Industry Values for Manual Processing

If you are unsure of the exact values to calculate your savings, you may choose to load the following values based on research performed by Forrester Consulting and Sterling Commerce.

		Median Industry Cost
Manual processing cost for Orders*		\$ 10.10
Manual processing cost for Invoices*		\$ 12.35
Manual processing cost for Payment Remittance*		\$ 12.35
Other docs (ASNs, acknowledgments, etc...)**		\$ 10.00
Error Rate**		10%
Reconciliation cost per error*	Labor	\$ 33.50
	Materials	\$ 20.00
	Total Cost	\$ 53.50

* The source for the median values associated with manual processing costs and error reconciliation costs are from a commissioned study conducted by Forrester Consulting on behalf of Sterling Commerce.

** Sterling Commerce recommendation based on 30 years experience



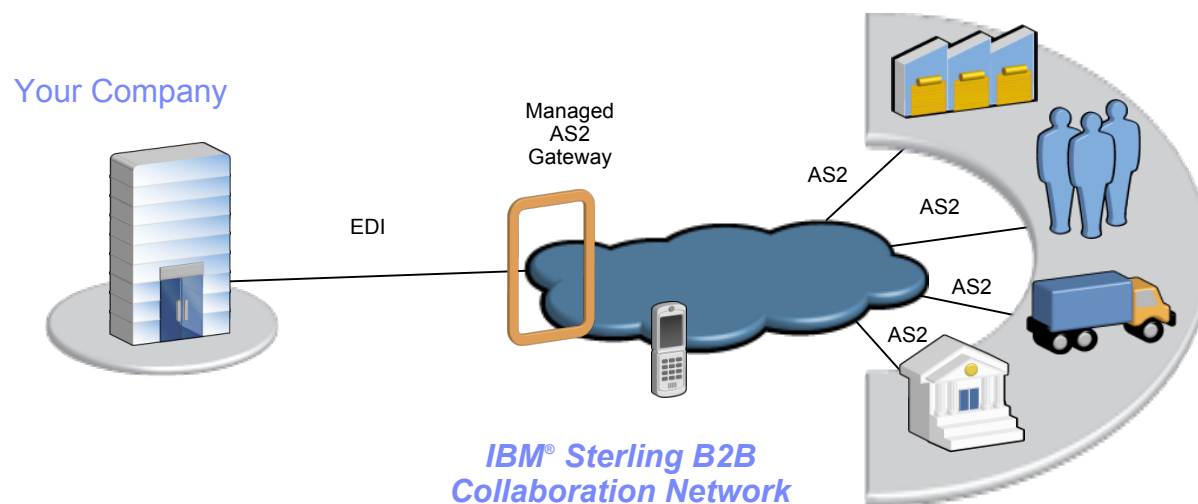
Additional community enablement services

Simplifying business processes and partner expansion

IBM® Sterling Managed AS2 Gateway

Simplifies the setup and management of AS2 connectivity

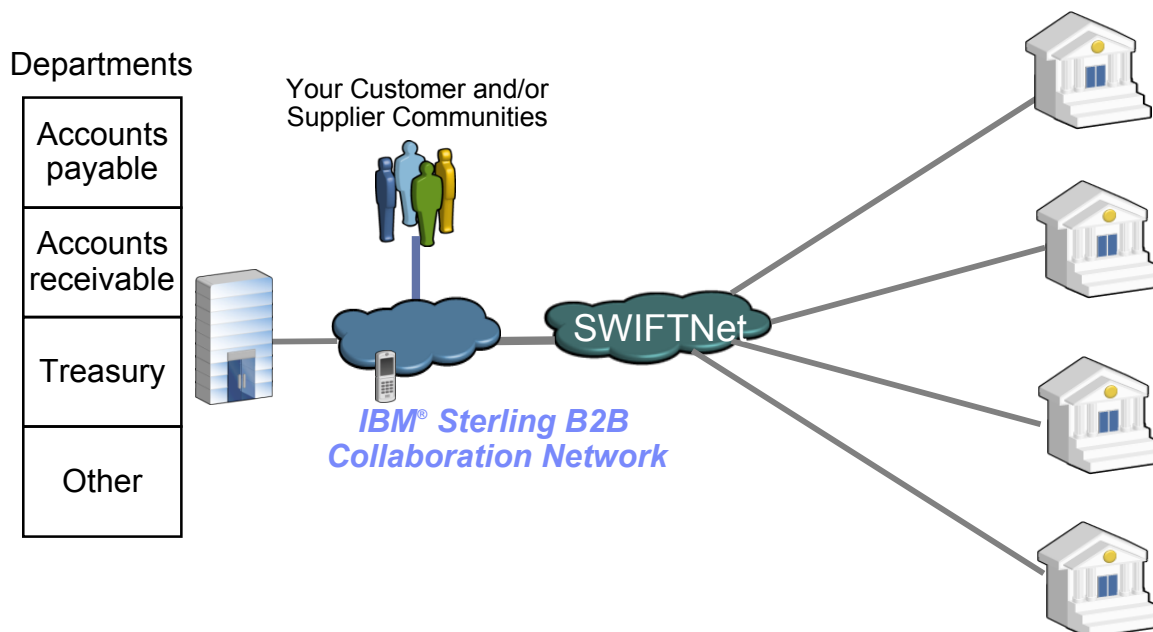
- Comply with AS2 mandates without the expense of having to build complex infrastructure for secure Internet communications
- Enables non-AS2 capable partners to communicate with AS2 capable partners
- The Managed AS2 Gateway utilizes a customer's digital certificate and URL. Data is 'signed' as the sponsor company



IBM® Sterling Service Bureau for SWIFT

SWIFT infrastructure in the cloud simplifies global banking communications and accelerates ROI

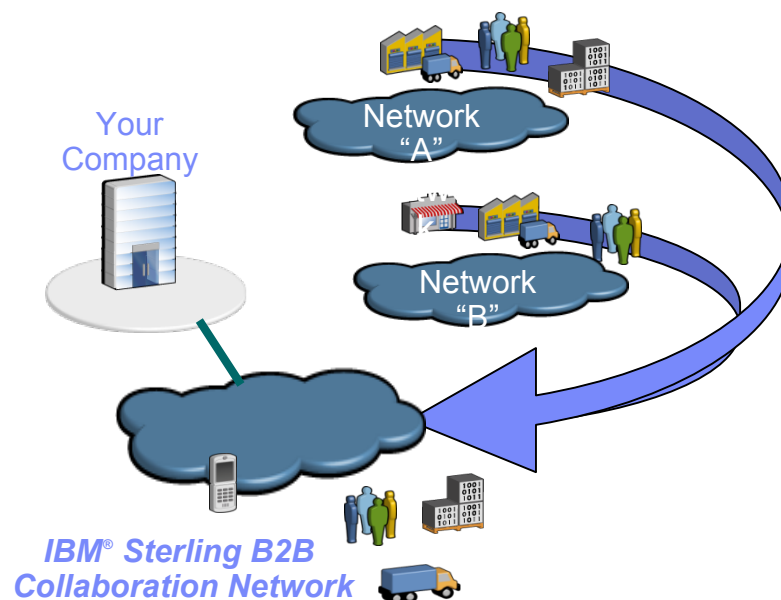
- Simplify worldwide banking communications without significant infrastructure investment, via hosted access to SWIFTNet
- Meet compliance and regulatory requirements, while lowering risks and costs and increasing your operational control
- Improve cash control by integrating and matching supply chain events with related financial transactions and reports



IBM® Sterling Community Development Services

Onboard partners faster, automate document exchange quicker

- Four Community Building Programs
 - Conversion Assistance
 - Survey
 - Recruitment
 - Document Certification
- Rapidly enable global partners, regardless of size, by providing quick, scalable & easy options for electronic compliance
- Maximize integration ROI by enabling 100% electronic participation
- Provide additional options to smaller partners without requiring additional infrastructure or resources





Visibility Services

Improve strategic decision making with real time visibility and alerts into your B2B operations

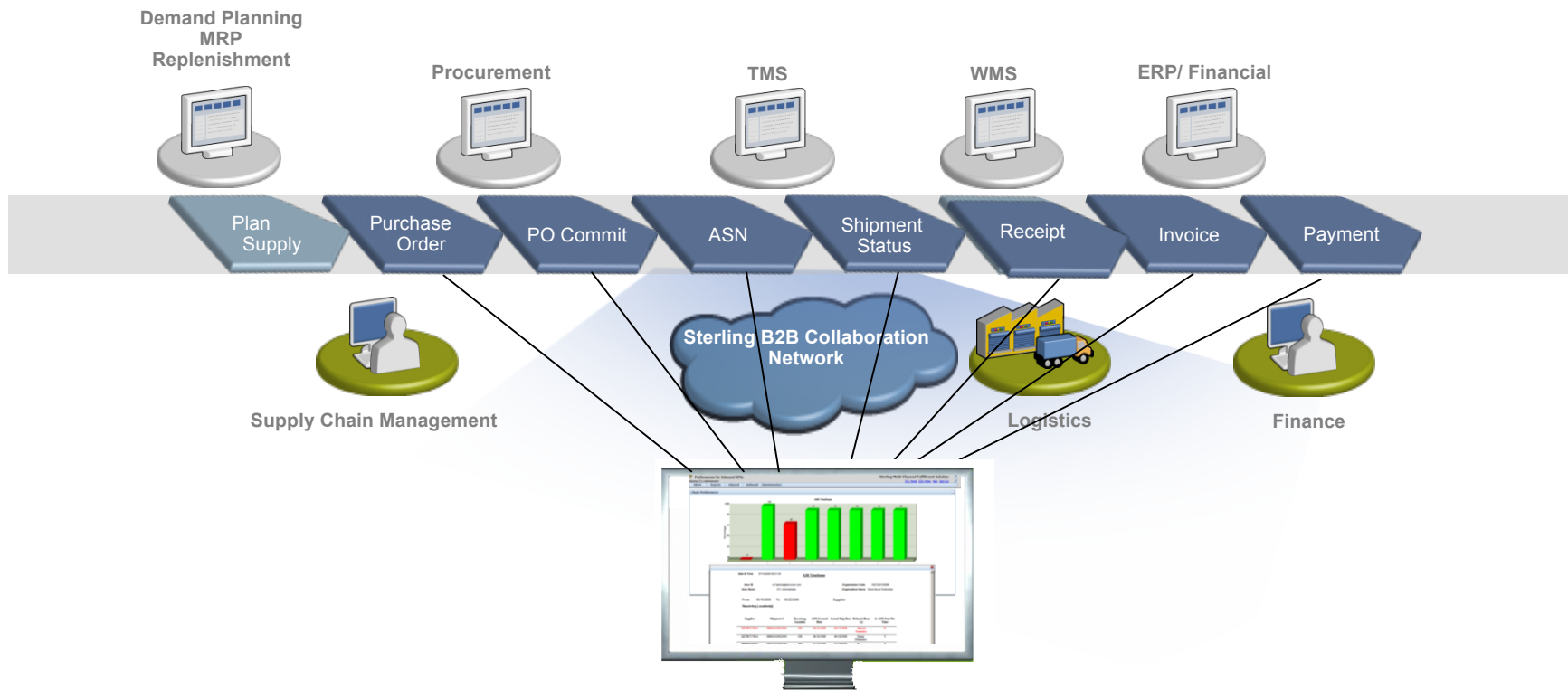
Process visibility for real-time B2B integration data management: anytime, anywhere

- Real-time view into business processes and the associated transaction data:
 - B2B transaction management
 - Real-time views of B2B document status and ability to act on B2B transactions either on-line or via mobile app
 - Reports:
 - Analyze and report on divisional, department, customer, or supplier transaction activity
 - Alerts:
 - Create and send alerts based on critical business process parameters
 - Customer Center provides visibility into product information, a knowledgebase for issue resolution and self service tools for reporting and managing issues



IBM® Sterling Supply Chain Visibility

- Extends process visibility by displaying the entire business process
- Provides both transaction status and the state of the process



Single View



B2B Process Applications

High value applications without the support and infrastructure costs

IBM® Sterling e-Invoicing

- Reduce the risk, cost and complexity of cross border tax compliant electronic invoicing
- Automates both buyer and supplier electronic invoice processes in compliance with country specific tax regulations, reducing corporate risk and exposure, and improving operational efficiencies
- Signature Services
 - Apply all required advanced electronic signatures using authorized certificate authorities to create a tax compliant legal invoice
- Validation Services
 - Confirm all required advanced electronic signatures are valid and were applied appropriately to all legal invoices
- Archive Services
 - Online access to all valid invoices archived for the required individual country timeframes
- Also available as an on-premise solution

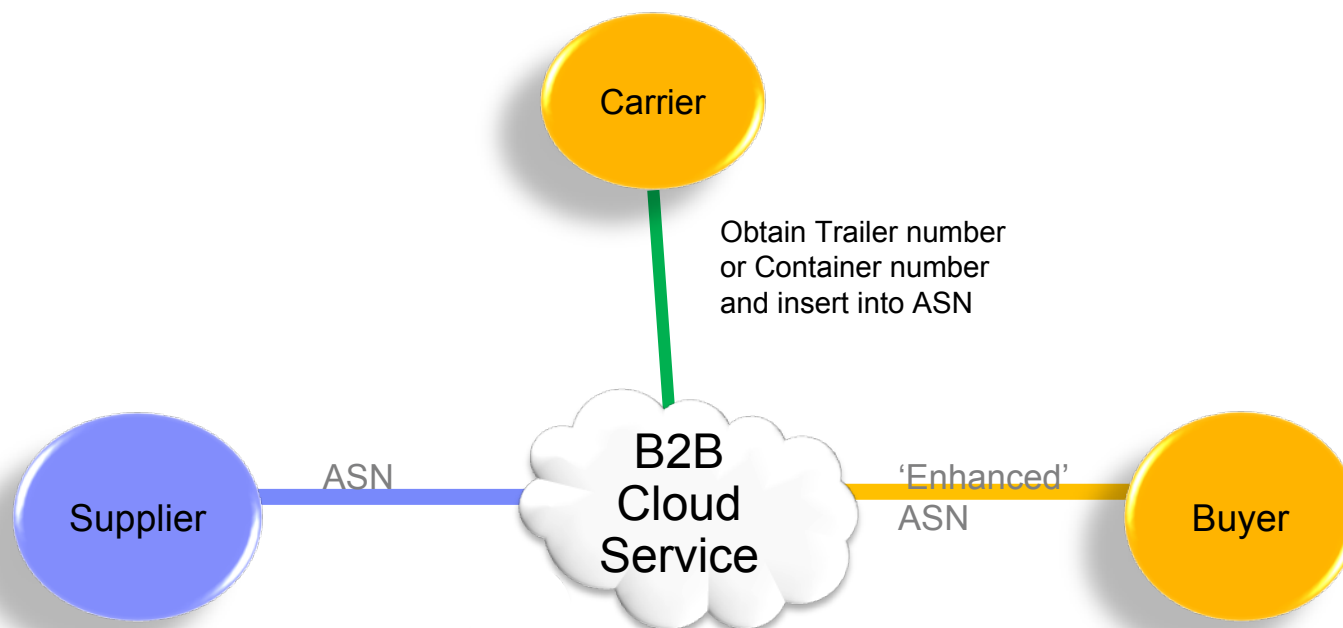
Now Announcing... IBM Sterling Process Enrichment Service

- Enables Customers to take a standard B2B document flow and ‘punchout’ to one or more data source via web services to either:
 - Validate information within the business document or
 - Gather additional information that will be used to enrich the business document content
- Supports any data type
- Tracked in online tools as part of your standard data flow – additional processing steps with status of ‘punchout’ call
- “Lite” translation of Web services request and response documents
- Any existing Sterling B2B Collaboration Network customer can access this service with no changes in connectivity

B2B Process Enrichment Service

Scenario

A supplier wants to include information only available in the Carrier's backoffice systems in the ASN to improve customer satisfaction



PROCESS INTEGRATION:

- ASN is sent by supplier
- Supplier profile (on SCN) indicates ASN needs additional information
- IBM constructs a web service call to the external data source
- IBM obtains Trailer or Container number from the carrier
- IBM updates ASN with Trailer or Container number and sends to Buyer

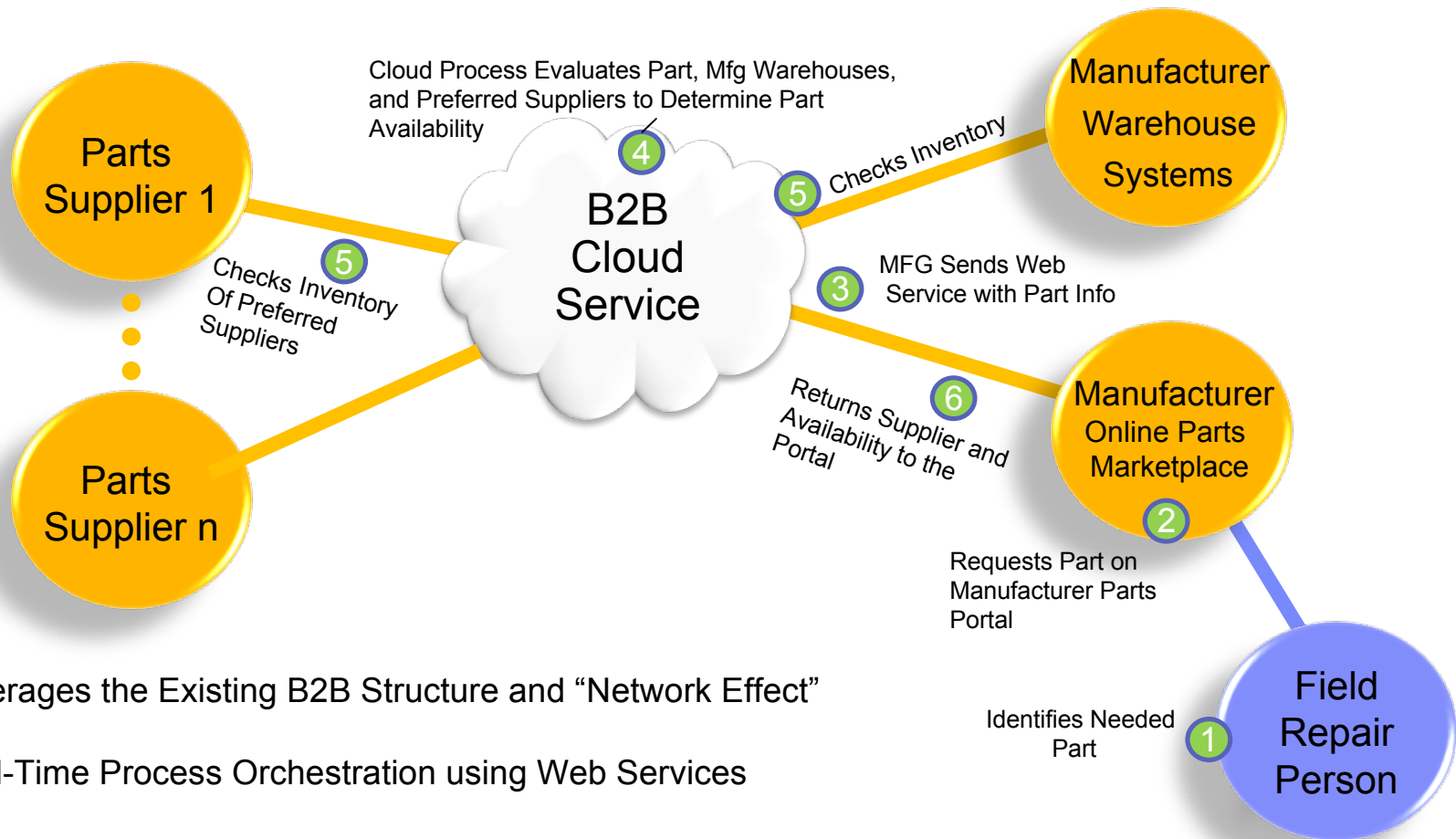
Now Announcing... IBM Sterling Synchronous B2B Process Service

- Enables Customers to synchronously (aka Real-time) exchange with business partners:
 - Pure web inquiry / response processing
 - Full blown business documents such as purchase order and purchase order response
- Enables you to reach an entirely new group of business partners that require real-time processing
- Tracked in online tools as a separate data flow (but within your current view) with four new processing steps and associated status
- “Lite” translation of web services request and response documents
- Existing customers will need a new connection to the web services infrastructure

Synchronous B2B Process Service

Scenario

Repair person needs to quickly identify and procure repair part to service client repair from a local warehouse or preferred vendor



- Leverages the Existing B2B Structure and “Network Effect”
- Real-Time Process Orchestration using Web Services
- Enables Real-Time Inventory Checks, Product Identification, and Sourcing

IBM® Sterling B2B Collaboration Network

The flexible cloud solution for reliable, secure
B2B Integration and visibility

- Simplified partner integration and communication:
 - Connect to any partner, anywhere, using any data type with a single, secure, reliable connection
 - Global reach to over 300,000 pre-connected trading entities with connections to over 100 public and private networks
 - Easily expand your B2B trading community with Sterling Community Development Services
- Automate costly manual business processes
 - Eliminate the majority of processing costs associated with exchanging paper-based documents with partners through solutions like Sterling Supplier Portal, Sterling Fax Conversion Service, Sterling e-invoicing, Managed AS2 Gateway, and Service Bureau for SWIFT
- Optimized B2B performance:
 - Improve strategic decision-making with real-time visibility into your B2B operations
 - Reduce the time required to onboard new trading partners
 - Predict B2B costs with a pay-for-use service model



Questions?



Thank you!