



# Oxford Consulting B2B Framework® for IBM Sterling B2B Integrator

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## Partner Solution

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### ■ Target Industry

*Cross Industry*

### ■ Business Applications

*Trading Partner Management*

*Supplier Management*

*Supply Chain Visibility*

### ■ Products

*IBM® Sterling B2B Integrator*

## Business Challenge

Today's complex business environment favors those who effectively integrate with all their trading partners, despite differences in size, geography or choice of technology. Effective integration can boost visibility within supply chains and streamline business processes both inside and across enterprise boundaries.

Achieving effective integration is easier said than done. Firms are challenged to find a standardized and repeatable approach to quickly and easily build, deploy and manage an integrated B2B processes infrastructure across a diverse trading partner ecosystem. Other challenges include time spent onboarding new trading partners and developing one-off business processes wherever standard processes don't exist. All these challenges create a drain on critical technical and business resources.

## Solution

Oxford Consulting's B2B Framework® for IBM Sterling B2B Integrator solution is a flexible toolset created specifically to fully leverage the value and capabilities of IBM Sterling B2B Integrator. It minimizes implementation time, speeds up trading partner onboarding and management, streamlines ongoing management tasks and reduces or eliminates the need to develop custom business processes.

Designed for both new and existing IBM Sterling B2B Integrator clients, this solution provides:

- Over 250 pre-built components and standardized rules-based process flows.
- Simplified communications management across all protocols.
- End-to-end document visibility for improving ongoing management and trading partner responsiveness.

## Value Proposition

Most importantly, B2B Framework® for IBM Sterling B2B Integrator can reduce system implementation time and costs by up to 70 percent. Pre-built components and process flows also lower costs, reduce time-to-benefit, and increase ROI through expanded capabilities.

System maintenance also becomes easier – you don't have to invest time and resources in custom-designed business processes, because standardized versions now exist. The over 250 pre-built components and standardized rules based process flows (i.e., maps, style sheets, etc.) are ready out-of-the-box and have been designed according to best practices at dozens of companies across multiple industries.

The solution allows for faster trading partner onboarding; often in less than



five minutes. Improved visibility improves and strengthens your supply chain, as data becomes readily available to all stakeholders, regardless of communications channel or data format. This results in reduced time determining the status of specific documents and responding to trading partner requests.



## Company Description

Oxford Consulting is a leading information technology firm based in the U.S. It offers consulting services and business solutions to mid-market and global 2000 companies. Oxford has been a premier Business Partner of Sterling Commerce, an IBM Company, since 2000 and has partnered in over 800 solution implementation successes. Oxford has been recognized by INC 500|5000 as one of America's fastest growing companies.

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