

Oxford Consulting Group understands what it takes to deliver mission-critical integration solutions. As a trusted partner to Sterling Commerce (now IBM), Oxford has completed more than 800 IBM software implementations since 2000.

From developing comprehensive integration road maps to connecting entire business communities, Oxford provides the right combination of technology, consulting, and process to drive value.

Built upon IBM's world-class technology suite, Oxford's solutions are designed to provide flexibility and adaptability in today's rapidly changing Internet-driven marketplace.

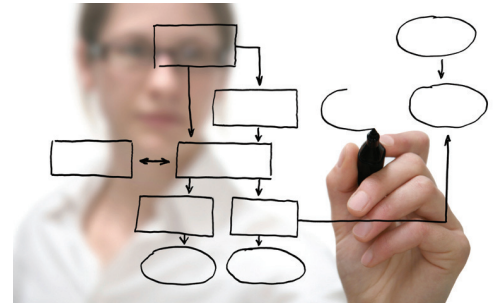
Whether you are already benefiting from basic EDI with IBM® Sterling Gentran® and want to expand into real-time collaboration with IBM® Sterling B2B Integrator, or are only beginning to explore your integration options, Oxford has the talent to help you in every stage of your integration journey.

IBM B2B Integration Solutions from Oxford Consulting Group

- Architecture, deployment and ongoing support of IBM Sterling applications including IBM Sterling Gentran, IBM Sterling B2B Integrator and IBM Sterling Connect:Direct® family of products
- A2A and B2B Business Systems Integration (SAP, QAD, Oracle, others)
- B2B Framework® for IBM Sterling B2B Integrator, the integrated solution to rapidly accelerate implementations and simplify management
- Integrated document management and visibility solutions to extend the value of IBM Sterling B2B Integrator
- Managed EDI Services (MES) for organizations with limited internal capabilities
- Upgrades and migrations

Key Benefits

- Optimizes your e-commerce strategy through skilled, experienced B2B Integration consultants
- Streamlines processes and reduces errors through application of best practices
- Reduces the need for in-house B2B infrastructure support and management
- Improves your agility and control of your supply chain
- Reduces trading partner onboarding time and costs
- Mitigates migration risk
- Decreases time to value
- Increases ROI of your IBM technology investments
- Reduces the total cost of ownership



“Having partnered with Sterling Commerce for more than 10 years, Oxford Consulting Group understands the needs of our customers. Their innovation and commitment to our solutions is unparalleled.”

- Jim Hendrickson
Director, Global B2B
Services Product Line, IBM



About Oxford Consulting Group

Since 1998, Oxford Consulting Group, a leading information technology consulting firm, has successfully partnered with hundreds of mid-market and Global 2000 clients throughout the United States to develop, implement, and support their technology portfolios. By focusing on sound business strategies, and a core set of proven products and services, Oxford has helped deliver value-based solutions that provide flexibility and adaptability for the future.

IBM B2B Integration Services from Oxford Consulting Group include:

Transition Services

Oxford provides a range of services to support transitioning to new solutions:

- **Project Management:** a dedicated project manager to manage your transition
- **Architectural Design:** we develop an architectural plan including requirements for processes and infrastructure
- **Integration Testing:** we ensure that you and your trading partners are receiving data to back office systems from the B2B integration solution

Translation and Mapping Services

We enable seamless integration between your business partner transactions and your back end systems through:

- **Map** development, maintenance and support
- **Mapping Requirements Specification (MRS)** development

Integration Services

- **Map Integration Testing:** we ensure that maps created for you and your trading partners are functioning properly
- **E-commerce Strategy:** our consultant(s) will work with you to assess your current situation and develop an optimized B2B integration plan
- **Additional Integration Services:** our skilled and experienced consultants can provide customized training, process design, and application consulting

Trading Partner Programs and Support

- **Trading Partner** Conversion, Consolidation and Recruitment Programs
- **Support** for resolving document processing and other B2B integration issues in your trading partner community
- **Level 1** telephone, Web and e-mail support for your registered trading partners, including:
 - Direct dial access to a support representative for your trading partners
 - Support for communications, mapping, document processing, problem diagnosis and resolution, data tracking, document testing, system setup, and maintenance

Program and Service Management

- A single point of contact for your business and strategic issues
- Oversees your project and resources
- Identifies, evaluates and prioritizes your B2B opportunities and plans
- Regular reporting and meetings with your technical and executive teams



Oxford Consulting and IBM Partnership

Oxford Consulting recognizes the power of partnership. We believe that in order to deliver unsurpassed solutions to our customers, we must surround ourselves with companies that complement our core delivery strengths.

Oxford Consulting has partnered with IBM/Sterling Commerce since 2000 to provide delivery and support services to their most notable customers. With an experienced team of dedicated IBM professionals throughout the United States, no solution provider has the breadth and depth of experience that Oxford Consulting possesses.