

B2B Automation

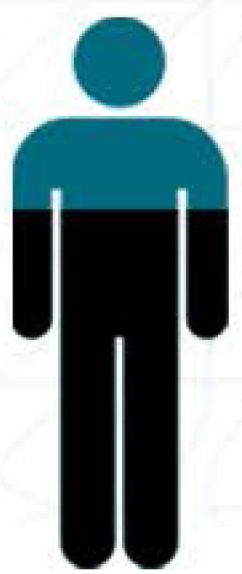
Your organization may be further away than you think....



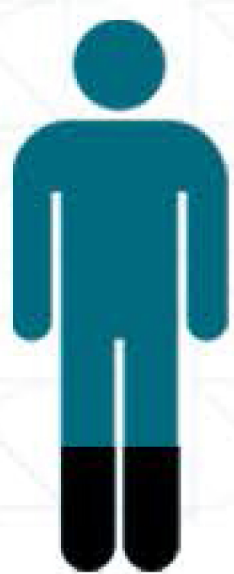
How “automated” are your B2B processes with customers, partners and suppliers?



87%
believe their business community is very to extremely critical to their success



76%
do not believe they collaborate with their business community very effectively



30%
believe they have full end-to-end integration with everyone they need

Sr. IT executives identified using for transactions (invoices, PO’s, etc) with customers, suppliers, and other 3rd parties



Email
78%



Fax or Postal Mail
53%



Phone
50%

Chances are, you are still relying on **manual processing.**

...and your partner community is not getting easier to manage:

The average number of disparate EDI/B2B **systems** an organization has installed and operational globally

5

2.

10

The average number of **data formats** an organization uses for B2B integration with suppliers, customers and partners (e.g. EDIFACT, X12, SWIFT, HIPPA, etc.)

The average number of **B2B protocols** an organization must support with partners in their B2B community

11

574

The average number of **partners, customers, and suppliers** in an organization B2B global community

#B2B Partners

x

#Manual Transactions

x

\$10
(Average manual transaction cost/document)

=

It all adds up to costing you... **margin**

Automation =
Improved cost savings & profitability



Reduce Costs
67%



Improve strategic relationships
46%



Compliance with customer requirements
45%

The top benefits received from EDI/B2B initiatives as identified by Sr. IT executives

Rethink your Customers in Context | Rethink B2B Integration

Visit www.remedi.com for more information.
We understand the challenges of implementing and administering the B2B Integrator solution; it can be taxing on IT staff. REMEDI has over 20 years of B2B Integration experience to address all of the challenges your business may be facing.

Sources: 1. Synchronize the Value Chain, A Vanson Bourne survey commissioned by IBM, May 2012
2. 2013 Vanson Bourne B2B Integration and MFT Global Study for IBM

