

B2B Integration: BEYOND BUZZWORDS



B2B INTEGRATION BUILDS MOMENTUM

IT Megatrends make business faster and more robust—but also more complex and competitive.

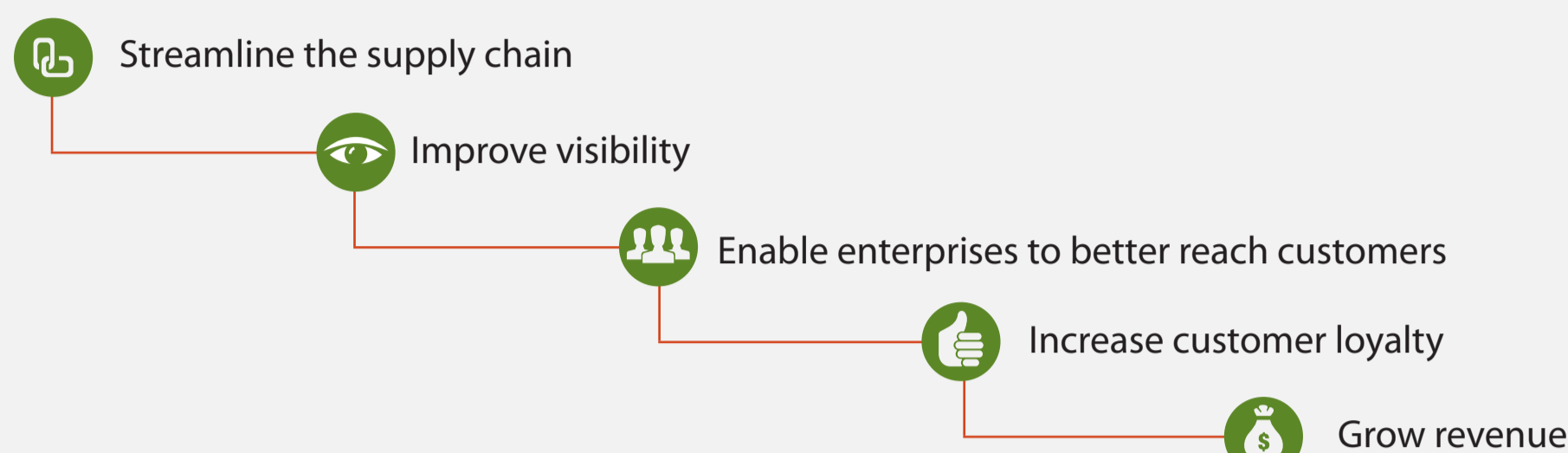


B2B e-commerce transactions **DOUBLED** retail in 2014 and will be over **\$1 TRILLION** in 2020



In 5 years, electronic B2B interactions will **OUTNUMBER** non-electronic ones

B2B INTEGRATION CAN:



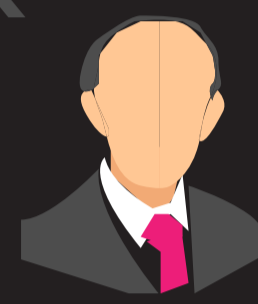
THE IT SQUEEZE



CUSTOMERS

are more empowered than ever, demanding:

- Increased transparency
- Real-time information
- Instant updates
- Constant access



EXECUTIVES

have higher standards than ever, demanding:

- More efficient operations
- Increased visibility across the supply chain
- Complete data management, analysis, and integration

40% of C-level executives think the enterprise can respond to these demands, but only **8%** of IT managers agree.



Executives see the importance of B2B integration, but **lack confidence in their ability to execute.**



ONLY 24%

can effectively collaborate with their business community...

BUT 87%

see it as critical to their success.

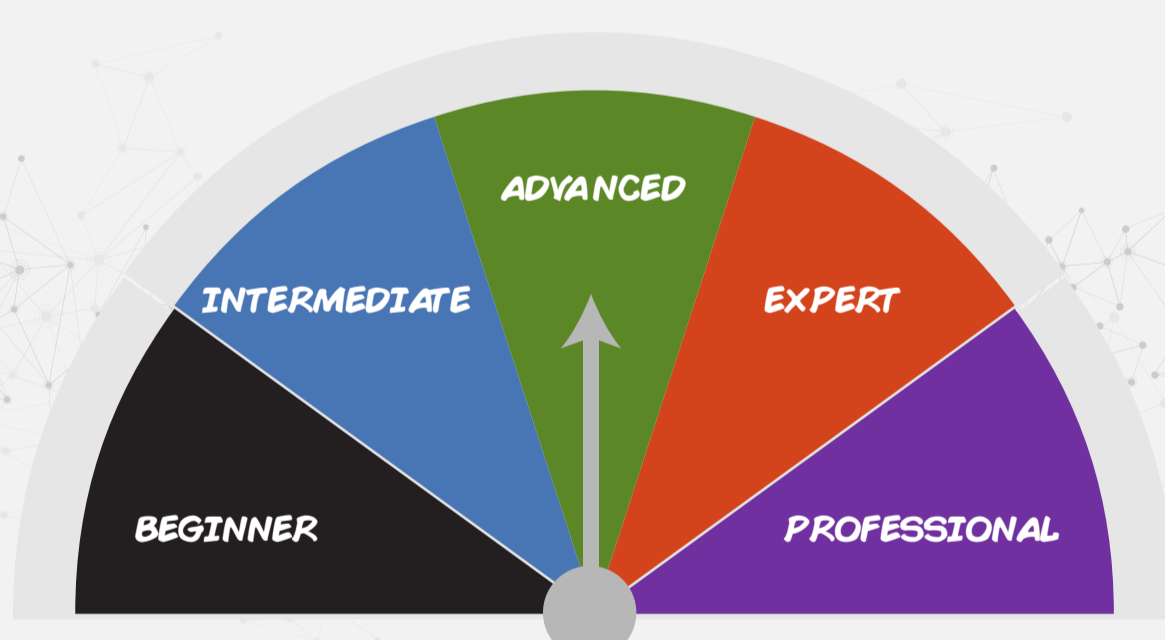


99%

consider their business community at least somewhat critical.

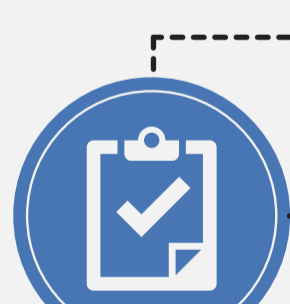
THE INTEGRATION SPECTRUM

Where do you land?



A fully integrated B2B network requires an assessment of your company's current integration maturity.

START HERE:



ASSESS

Evaluate your position on the maturity spectrum to produce a plan of action.

- Among Beginners, Intermediates, and Advanced, the biggest impact of the value chain is on their ability to service customers and drive customer loyalty.
- For Experts and Professionals, the biggest impact is how they optimize supplier interactions across the business community.



INVEST

Move budget to the proper place to save money and generate additional revenue.

- B2B integration projects will **double** and multi-enterprise integration traffic will **triple** in the next 5 years.



ANALYZE

Track your progress with data and analysis and adjust accordingly based on your action plan.

WITH REAL EFFORTS TO OPTIMIZE RELATIONSHIPS IN YOUR BUSINESS COMMUNITY YOUR COMPANY CAN RISE TO THE NEXT MATURITY LEVEL.

- Redesign your infrastructure around integration, modernization, and seamless, transparent communication across business networks.
- Consolidate and unify your integration solutions into one cohesive, managed system.

REMEDI is partnered as a reseller with several leading integration companies, providing the best software solutions for any enterprise application.

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Sources:

(Insights from the Value Chain – A Vanson Bourne Study, IBM 2012)
(Synchronize the Value Chain – A Vanson Bourne Study Commissioned by IBM 2012)
(Forrester B2B e-commerce Playbook for 2016)