B2B Automation

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

Based on global data

How "automated" are your B2B processes with customers, partners and suppliers?
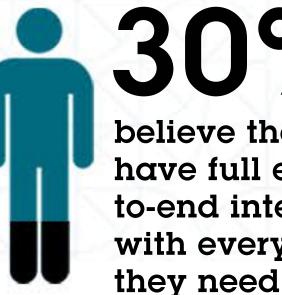
87% believe their business community is very to extremely critical to their success

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:

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

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.)

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

574 The average number of **partners, customers, and suppliers** in an organization's 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.rethinkyourcustomer.com/b2b** for webinars, videos and more.

IBM

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