

SOLUTION OVERVIEW

# OpenText Trading Grid Engage

Reach maximum velocity in partner engagement with Trading Grid Quick Connect, Trading Grid Cartographer and Trading Grid Community Projects



**Gain control** of B2B partner onboarding and shorten lead times



**Utilize self-service capabilities** to enable scalable growth



**React faster** with greater insights and visibility



**Achieve more** with less resources to gain a competitive advantage

**The modern supply chain demands agility and flexibility to reach maximum velocity when onboarding and engaging business partners. Value-add solutions are extending more self-service capabilities to give businesses greater control over their business partner relationships. These advances come with the same goal, which is to improve the accuracy and shorten the time to onboard and engage with business partners. Achieving this goal can provide the competitive advantage to succeed with control, flexibility, and agility.**

OpenText Trading Grid Engage is designed to increase the control users have over the mapping and partner engagement process. Key self-service capabilities enable users to propose map change requests, research issues, connect to partners and accelerate partner onboarding. This is achieved by providing self-service functionality, removing manual processes and replacing them with intelligent workflow capabilities. Users are now able to complete most connectivity requests without a complex engagement, allowing for scalable growth.

With business moving so quickly, the ability to onboard a new partner as fast as possible can mean the difference between a true competitive advantage and being behind your competition. Businesses need the tools that allow them to start trading electronic documents with their partners immediately. Having partners onboarded and trading documents electronically allows for the order lifecycle to begin, as well

as the start of shipments. If there are delays in engaging with these partners, it could further delay the product reaching customers or shelves and ultimately have a significant impact to revenue.

## **OpenText Trading Grid Engage**

Trading Grid Engage is a collection of self-service capabilities that help to improve day to day engagement with your trading partner community. This comprises OpenText Trading Grid Quick Connect, OpenText Trading Grid Cartographer, and OpenText Trading Grid Community Projects.

## **OpenText Trading Grid Quick Connect**

Engagement velocity refers to a company's ability to rapidly and accurately onboard new business partners into their digital trading ecosystem. Companies who struggle with a low engagement velocity face challenges and delays that impact their company in many areas and ultimately prevent the company from executing its core business in a competitive manner. To combat this, companies seek out B2B solutions that give them the flexibility and control they require to successfully engage with new partners.

Self-service capabilities continue to expand their reach, as there is always a process that can be improved by giving control to the end user. Trading Grid Quick Connect follows this strategy of increasing user value with an ongoing effort to extend a deeper level of control to the company and their partner. As part of self-service trading partner setup, customers can invite their trading partners to set up their own EDI comms and then test the new setup to ensure that data can flow to and from the OpenText Trading Grid.

By providing simple connectivity request capabilities Trading Grid Quick Connect can directly improve the onboarding experience with shorter lead times, increased accuracy and visibility, and hands-off process engagement.

## **OpenText Trading Grid Cartographer**

One of the most challenging aspects to engaging and maintaining business partners is ensuring the destination or target format of the document translation is correct. With documents arriving in one format and being mapped into another format, proper translation and data handling can mean the difference between an accepted or rejected order. To overcome this confusion, businesses need the ability to see what translations are taking place and to troubleshoot any issues.

Trading Grid Cartographer provides users with an advanced level of visibility into which maps are live, what each map is doing, and the ability to collaborate across maps to ensure all expectations are being met. Users can test map changes, run translation tests, and request those map changes through the tool to expedite the change process and increase overall control.

## **OpenText Trading Grid Community Projects**

OpenText Trading Grid Community Projects connects these features with a user-enabled portal that is focused on self-service and request visibility. This task-based solution keeps users aware and on-task while engaging with OpenText to request map changes, partner connectivity, and other aspects of B2B implementations.

Trading Grid Community Projects is integrated with Trading Grid Quick Connect and Trading Grid Cartographer to enable customers to easily engage OpenText personnel to provide additional services and fully track progress on their request.

## Related services

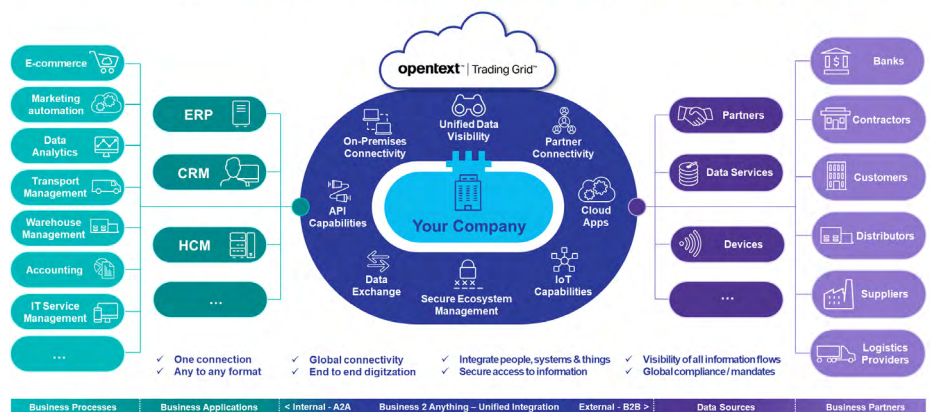
- OpenText™ Integration Managed Services
- OpenText Community Onboarding
- OpenText Global Partner Directory

**OpenText Trading Grid Engage** includes the features of Trading Grid Quick Connect, Trading Grid Cartographer, and Trading Grid Community Projects to improve:

- **Agility** – begin the engagement process with a single click and minimize onboarding lead times; manage and request changes to maps to keep up with everchanging requirements.
- **Flexibility** – meet your clients where they are by providing solutions that are geared to help partners based on their digital capabilities; start onboarding new partners with the ease of a simple connection request.
- **Control** – gain the visibility and insight to manage your partner community with faster resolutions and increased accuracy; collaborate to shorten lead times and increase automation.

Powered by OpenText Trading Grid, the world’s largest cloud integration environment, OpenText Trading Grid Engage offers companies the ability to accelerate engagement and collaboration with their partners around the world. Whether the partners are advanced EDI-based partners or smaller, less-technical partners, companies need to meet their partners where they are and provide them with the tools to engage. OpenText meets this challenge with solutions that increase engagement velocity through self-service, collaboration, and visibility.

## OpenText Trading Grid – Connect Once. Reach Anything.



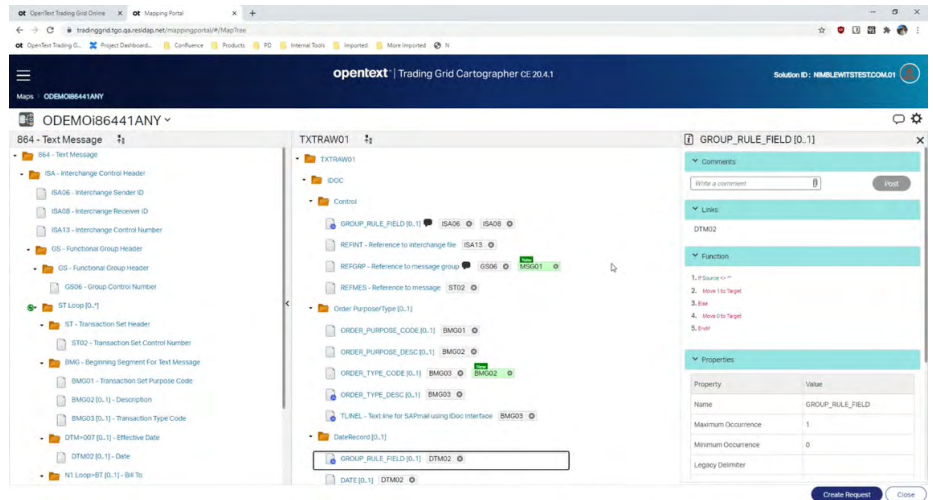
OpenText Trading Grid – Connect Once. Reach Anything.  
OpenText provides your company with a unified integration platform that connects both internal and external business ecosystems.

### OpenText Trading Grid Engage comprises:

|   |   |
|---|---|
| <b>OpenText Trading Grid Cartographer</b>       | A user enabled B2B mapping solution that offers enhanced map visibility, collaboration tools, and simple change request capabilities. |
| <b>OpenText Trading Grid Quick Connect</b>      | A rapid onboarding service to help quickly connect with key trading partners around the world.  |
| <b>OpenText Trading Grid Community Projects</b> | A collaborative, user-enabled portal to manage your community and map-based requests.   |

OpenText™ Business  
Network

OpenText Trading Grid



Trading Grid Cartographer provides map visibility and offers self-service capabilities that include simple map change submission

## About OpenText

OpenText, The Information Company, enables organizations to gain insight through market leading information management solutions, on-premises or in the cloud. For more information about OpenText (NASDAQ: OTEX, TSX: OTEX) visit: [opentext.com](https://www.opentext.com).

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