

# Today's Supply Chain

## Networked for Digital Business



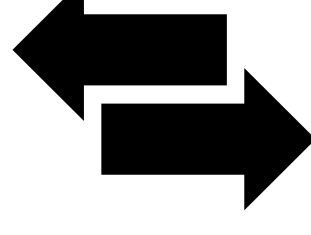
Your success is dependent on your entire business ecosystem running smoothly. That means having a supply chain network that maximizes automation, integration, and collaboration. To get there, you need a robust B2B integration strategy.

### Benefits of B2B integration



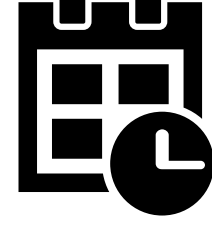
**+156%**

Faster Invoice Processing Time



**+89%**

More Responsive to Unforeseen Events



**+48%**

Improvement in Customer Order Delivery Time



Reduced transaction processing costs<sup>1</sup>

Lower costs, risk and inventory



Boost productivity, quality and efficiency



Distinct business benefits

Improved competitive edge



Faster cash generation



### 3 key elements of a successful B2B framework



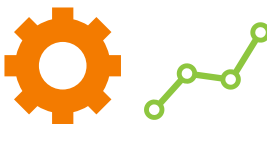
People



Technology



Process



This framework enables you to **digitize, automate** and **optimize business processes** to get more value out of your supply chain

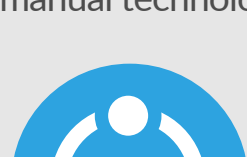
But how do you get there?

### 5 steps to advancing B2B Integration<sup>2</sup>

With each progressive step on the B2B integration maturity path, there is an expected **2–3x improvement** in the cash conversion cycle rate

#### TRANSACTIONAL

Tactical execution of siloed, reactive processes on manual technology



1

#### ANALYTICAL

Collaborative insight through the aggregation and analysis of connected digital demand and supply data



3

#### GENERATIVE

Profitable growth cycles driven by end-to-end digital integration throughout the value chain



5



#### INFORMATIVE

Key trading partners engage in foundational business processes, with limited digital visibility

2

4

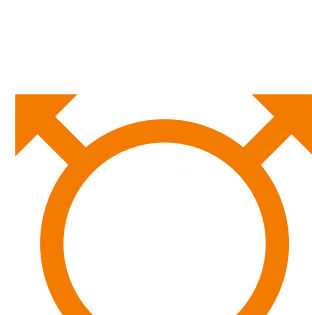


#### RELATIONAL

Responsive network, with integration of most trading partners across multi-tier demand and supply networks

### B2B managed services help organizations mature and optimize their B2B network

No need to go it alone. B2B managed services can:<sup>2</sup>



Help you grow—onboard new trading partners, enter new markets and geographies, integrate with ERP



Manage the day-to-day complexities of connecting digitally with your supply chain so you can focus on running your business



Provide access to talent and technology  
Choose a trusted partner with the expertise, breadth and depth you need



**62%**

of organizations with above average maturity **outsource at least part of their B2B integration operations** to expand their partner networks and generate new business value

Average B2B network maturity is **2.8 on a 5-point scale**,

(5 being highly mature and 1 being least mature)

### At stage 4, leaders realized the following benefits:



**2–3x**

improvement in the cash conversion cycle rate



**72%**

reduced transaction processing costs by **20% or more**



**68%**

sped inventory turns to **more than 2x** per month from less than once a month



**78%**

decreased days sales outstanding (DSO) to less than 60 days



**Expediting less than 5%**

of orders, from more than **10%** previously

OPENTEXT™

For more information, go to

[www.opentext.com/b2bintegration](http://www.opentext.com/b2bintegration)

Sources:

<sup>1</sup> "How B2B Integration Improves Supply Chain Performance," IDC Manufacturing Insights

<sup>2</sup> "The B2B Integration Path: A Roadmap for Business Value Generation," SCMWorld