



Driving Strategic Value with IBM Sterling Supply Chain Business Network

IBM Sterling Supply Chain Business Network has enabled more efficient and effective supply chains by providing end-to-end visibility, automation, and improved integration with trading partners. As a result, study participants have increased revenue, lower operational costs, and improved productivity levels.

Key Results



51% more efficient management of B2B transactions



335% 3-year ROI



>\$4 in benefits for every \$1 in investment costs

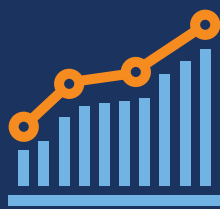
CUSTOMER QUOTE

“ Before Sterling Supply Chain Business Network, we did not have much visibility, but my guess would be that we delivered 75-80% on time. **We’re now delivering 100% on time with Sterling Supply Chain Business Network.** ... Our business has grown to a huge extent, and we could not have done that with the old system. ”

Business & Operational Benefits



41% faster to onboard new partners



\$13.73M higher revenue per year per organization

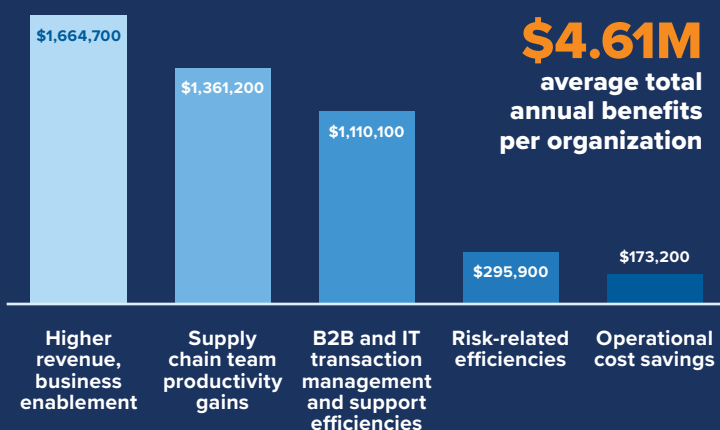


77% more efficient IT support of B2B/supply chain platforms

CUSTOMER QUOTE

“ The total **time we need to onboard a new partner has been reduced by 75%** with Sterling Supply Chain Business Network. ... On average, it now takes less than five business days—creating a profile, mapping, testing, all of those things. Before, it would have been four weeks... ”

ANNUAL AVERAGE BENEFITS PER ORGANIZATION



KEY STATS

- 60% faster transaction queries**, organizations using IBM Sterling Business Transaction Intelligence
- 50% fewer orders delivered late**, 5% vs 10% previously
- 30% improved customer satisfaction**
- 68% less unplanned downtime**
- 26% higher gross productivity**, impacted supply chain users

To learn more about this study, [read the executive summary](#)