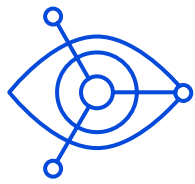
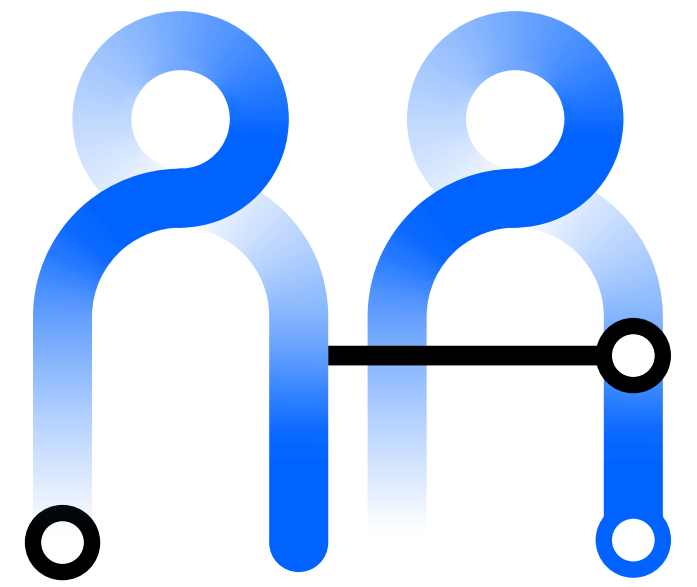


# B2B integration as a strategic differentiator

As your company evolves, so does your competition. How are your competitors positioning for a strategic advantage?



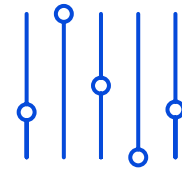
## Improving visibility

**57 percent** of organizations surveyed feel they need to increase visibility within their organization to reduce risk<sup>1</sup>



## Increasing security

**63 percent** of organizations surveyed believe that security concerns limit the effectiveness of their file transfer systems<sup>1</sup>



## Reducing costs

**59 percent** of organizations surveyed seek to reduce costs with line-of-business self-service<sup>1</sup>

Why are they making these changes?

**75%**

of companies surveyed are exchanging data across two to five business processes<sup>2</sup>

Benefits that best-in-class companies have experienced by turning B2B integration into a strategic business asset.

Resource reduction

**85%**

reduction in resources required for data migration and improved trading partner management<sup>4</sup>

Improved visibility

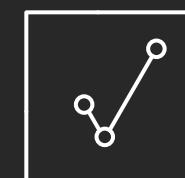
**54%**

have full visibility into supply chain<sup>1</sup>

Decreased staff support needs

**75%**

need less staff time to support B2B operations<sup>3</sup>



Contact an IBM Business Partner to learn how a modern B2B architecture can benefit your organization →

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- 1 "IBM Supply Chain Data Report." *Vanson Bourne*, 2017.
- 2 "WW B2B Integration and MFT Survey 2019." *IDC*, January 2019.
- 3 "Driving Strategic Value with IBM Supply Chain Business Network." *IDC*, January 2018.
- 4 "IBM Partner Engagement Manager simplifies trading partner onboarding." *Ovum*, December 2017.