

Onboarding suppliers and partners is vital for building resilience in the auto industry



Customer demand in the automotive industry has steadied and is inching toward pre-pandemic levels.

Automotive companies are expanding their network of suppliers to meet this growing demand taking into account potential disruptions due to market volatility. These companies are challenged with achieving and maintaining supply chain transparency, resilience and compliance.

Three things automotive companies can do to increase agility and reduce complexity of their B2B collaboration:



Automate supplier and customer onboarding



Increase flexibility and scalability for B2B collaboration by moving to hybrid cloud



Eliminate internal data silos

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IBM helped an [automotive parts manufacturer](#) integrate internal and external systems across a global enterprise by facilitating business continuity and system availability.

Modern B2B integration drives positive business outcomes

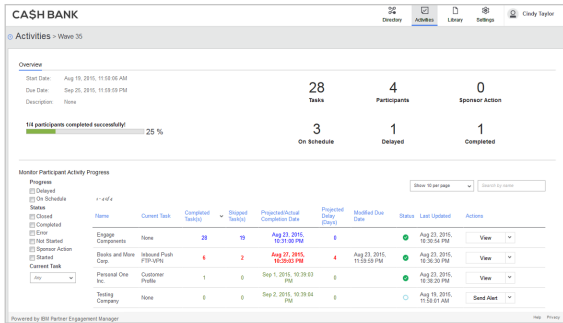
"We now have a platform that will be able to not only support us today; it'll support business growth of 20 percent for the next five years. We are already embarking on mergers and acquisitions without having to worry about whether our underlying IT infrastructure will support it."

Ashoka Jain, IT Program Manager for Delphi

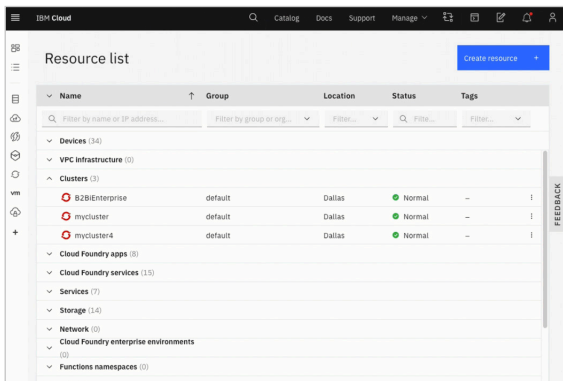
Key benefits of IBM Sterling B2B Collaboration solutions

- 291% ROI in 3 years by improving customer service, reducing the cost of unplanned outages and increasing productivity of LOB and IT users¹
- 75% faster onboarding of new partners²
- 99% less unplanned downtime¹
- 80% fewer document transaction errors¹
- 85% more productive document management teams¹
- Lower IT infrastructure costs with hybrid cloud deployment
- Improved customer satisfaction
- Supports compliance with connectivity and industry standards including VDA, FIPS 140-2 and GDPR

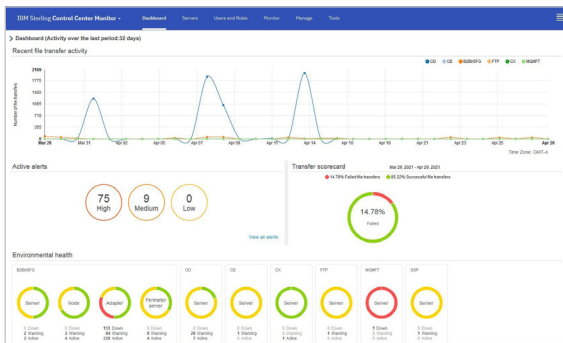
What can IBM Sterling B2B Collaboration solutions do for you?



Efficient, automated onboarding and management of partners, suppliers and customers



Run B2B operations efficiently and securely on the cloud



Share data and track mission-critical information movement within your enterprise and across your trading partner network

Efficient Ecosystem Collaboration

- Onboard new suppliers and customers quickly and manage communication more efficiently with workflow-driven processes and self-service capabilities
- Respond quickly to customer requests and changes in demand by digitizing and automating transactions, gaining deeper visibility into data and receiving proactive alerts
- Streamline collaboration with dealerships by automating sharing of catalogs, pricing and custom orders

Modernization

- Modernize and scale B2B platform by moving to a hybrid cloud or a managed service and removing fragile, homegrown processes and applications
- Eliminate internal data silos by integrating across applications and consolidating file transfers
- Create frictionless connectivity by enabling secure, reliable and scalable exchanges of critical financial documents and transactions

Ready to learn more?

Watch our webinar to learn how you can automate supplier onboarding →

Watch our fireside chat with ThyssenKrupp Automotive Technology North America and Saint-Gobain Abrasives →

Book a consultation with a B2B expert →

Sources:

1. IDC Whitepaper: [The Business Value of IBM Sterling B2B Integration and Managed File Transfer Solutions](#), 2020,
2. IBM Business Value Assessment 2020