EDI WITH STERLING PRODUCTS

Summary

Focused E-Commerce can provide proven experience with all of Sterling's B2B Integration applications. Their ability to work with your EDI integration and Sterling Gentran:Server or Sterling Integrator (SI), allows them to dramatically cut implementation costs and project timelines.

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EDI and Sterling Integration Suite: Achieving B2B Success in an Ever Changing World

Philip Crosby, who helped coin the phrase 'do it right the first time (DIRFT)', once said "If anything is certain, it is that change is certain. The world we are planning for today will not exist in this form tomorrow." The global marketplace certainly abides by that rule and doesn't appear that it will ever stop. Successful supply chain processes created yesterday are suddenly inefficient, costly and cumbersome tomorrow. Building a successful B2B infrastructure is easier when starting from a blank page but most businesses do not have that luxury. Replacing an outdated global supply chain requires concise, precision planning along with a solution that is flexible, efficient and most of all...perpetual. SI or Gentran:Server are used by over 18,000 customers and has proven to be one of the most robust B2B solutions in the industry today. The top global companies in the manufacturing, logistics, healthcare and other industry spaces, have chosen Gentran:Server or SI to integrate with best of breed systems. This has proven to be a potent, successful and reliable combination that corporations of all revenue sizes can take advantage of.Organizations have found that pairing the Sterling solution with their EDI allows them to keep pace with growth, phase out legacy systems, onboard new trading partners quickly and redefine their inventory, order and replenishment systems. Businesses can further cut implementation costs by choosing a versatile integration vendor that can both implement EDI and integrate with internal applications...at the same time. Focused E-Commerce, for example, is one of the premier integration vendors that have helped dozens of the biggest global corporations with both EDI and ERP. A vendor with these skills has consistently slashed up-front implementation costs by 65% and trimmed project timelines by several weeks. Since a large EDI project will be under the microscope of executive management, why trust the success of such an important project to anyone without these skills and abilities. Along with Gentran Server, Sterling also offers a 'cloud-based' B2B Collaboration Network that provides secure connectivity and unprecedented visibility into your business processes. The Sterling B2B Integrator is another popular product that connects all of your trading partners, regardless of size, location or technology. Focused E-Commerce has proven themselves time and again with the ability to help you configure each of these products to take full advantage of their first-class features.

Scale to Your Growth

As your business grows, it is important that your B2B solution scale to that growth. Let's face it, increasing sales, broadening your supply chain footprint and decreasing operational costs are the major reasons for implementing EDI in a B2B supply chain. The SI solution is specifically designed to increase in scale for major corporations who have tremendous volume and see that it will only increase. This is a very flexible and powerful solution that can handle large daily transaction volumes from a number of trading partners in your supply chain. Focused E-Commerce has had great success implementing Sterling's Gentran:Server solution for customers who do not necessarily need a large-scale, enterprise-wide application. Gentran:Server has been around for many years and is considered a work-horse in the industry and best-of-breed in its class. Companies that need to achieve EDI compliance, but have smaller budgets and volume, can rely on Gentran:Server and Focused E-Commerce to implement a system that exceeds all your EDI requirements for a fraction of the investment. One of the best features of all the Sterling products is that there is a solution for a company with $20 million in revenue or $20 billion.

Collaborative Solutions Translate Into Strategic Success

One of the most common issues large, global businesses face is the diversity of their trading partners. Sterling Integration Suite offers the best solutions for dealing with the complexity your supply chain creates. Offering a robust document translation package that can encompass all of the technologies, formats and platforms is something makes the Sterling solution so unique. Putting it in the hands of a knowledgeable partner such as Focused E-Commerce has given businesses the chance to greatly extend their supply chain footprint. In fact, they can even show you how to attain 100% budget predictability.

Companies choose to implement a solution such as Gentran:Server of SI to cut costs, but they want to accomplish this goal by streamlining operations and creating processes that empower their employees. Enabling your departments to achieve new levels of productivity through business automation, new services and world-class customer support makes your company successful through its operations, not by cutting corners.

Corporations that have grown through mergers and acquisitions often discover they cannot continue with the cornucopia of disparate systems. The SI solution is the perfect candidate for overhauling their antiquated and often 'band-aid' supply chain because of its robust, flexible nature. Focused E-Commerce has had many successful projects where the SI product suite was used to supersede their existing, disjointed processes.

Replacing a conglomerate of existing systems is one of the most difficult projects to accomplish. Even the largest corporations in the world need the experience of a quality EDI integration vendor. In each of the examples above, both EDI and ERP implementations were involved. This is a major undertaking involving dozens of systems, trading partners and warehouses. Completing such a project is one phase and achieving your return on this investment is another. Most businesses are more comfortable using a vendor that has completed a project of this scale before. Clients from an experienced vendor such as Focused E-Commerce, report ROI in 18 months or less which is a phenomenal accomplishment given the scope, scale and cost for an EDI and ERP integration project.

Anchoring the Foundation of your Supply Chain

Corporations today are constantly looking for ways to trim costs while remaining competitive. High dollar IT projects, such as EDI, need to prove successful quickly. In fact, your implementation costs as well as post-project operational costs need to be 100% predictable to convince the CEO and CFO for sign-off.

Partnering with an EDI and ERP integration vendor enables you to assemble an accurate forecast of costs and ROI. Choosing a proven solution such as Gentran:Server or SI along with a knowledgeable vendor like Focused E-Commerce, gives your project the clout it needs to be successful.

Having a B2B supply chain is predicated on the assumption that you can actually unite your trading partners into a cohesive solution. Contact Focused E-Commerce and see how they have helped some of the largest Global Fortune 100 companies do just that. Their business is built on the promise of 65% lower implementation costs, 100% budget predictability and 100% ROI in 18 months or less.

No other vendor can do this.

Time and again, Focused E-Commerce has proven their ability to provide world-class service and support throughout a project and well beyond. With every customer, they seek to create a long lasting business relationship built on trust, honesty and integrity. Using the valued services from Focused E-Commerce, you are assured of getting the most from your supply chain investment.

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