

IBM Sterling Data Exchange

Modern and reliable B2B data exchange solutions built for demanding workloads



Highlights

Connectivity

Wide range of standards and protocols, data translation and validation

Visibility

End-to-end insight at document, transaction, and business level

Partner Management

Rapid onboarding and efficient management of customers and partners

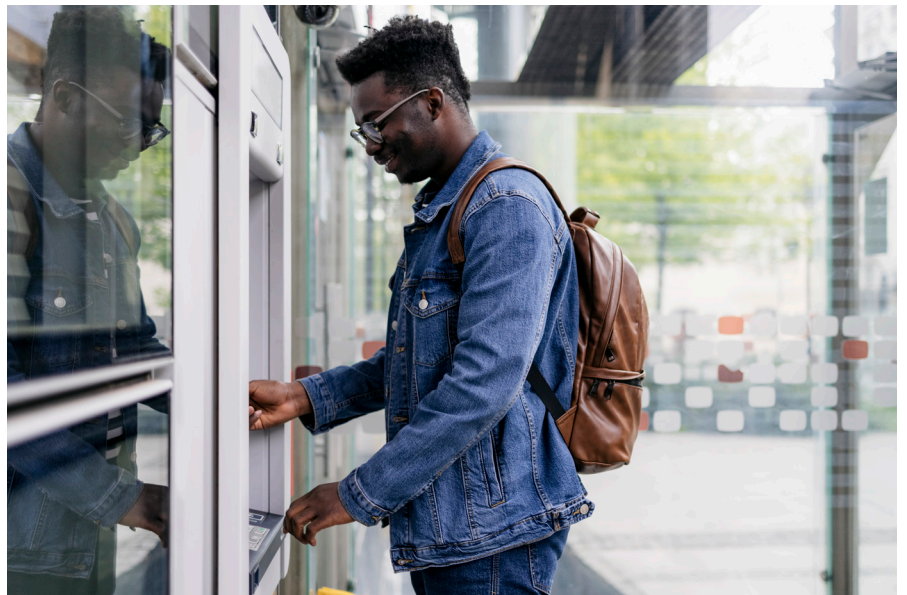
Flexibility

Hybrid cloud, on-premises, and SaaS capabilities to support self-managed, vendor managed or custom deployment

Resiliency

Secure, scalable and reliable solutions for diverse range of demanding workloads

Organizations are struggling to keep up with the diversity and number of new suppliers and customers they now do business with. IT leaders need to power business workflows using reliable technologies, to prevent disruptions and avoid – or quickly react to – breaches while exchanging data. The 2022 Cost of a Data Breach Report found that data breaches in 2021 had an increase of 12.7% in total cost . Secure, modern, always-on data exchange is key to overcoming these challenge across industries.



Solution description

IBM Sterling Data Exchange is a group of offerings built to improve the exchange of data with customers and suppliers, revolving around managed file transfer (MFT) and B2B integration. IBM Sterling Secure File Transfer is the marketing-lead transfer platform entrusted by 80 of the top 100 global banks.

With EDI and API routing, IBM Sterling B2B Integration capabilities are available on hybrid cloud, on-prem, or as a SaaS offering for complete deployment flexibility. These solutions are designed to provide a self-managed, vendor-managed or customer deployment approach that best aligns with your IT skills situation and infrastructure management preferences. Our SaaS capability also includes a value added business network (VAN) with 3M+ pre-existing business connections. These existing connections can greatly shorten onboarding time as you look to add additional customers and suppliers as your business grows.

As transaction volume grows, it's urgent for industries such as finance, government, retail, manufacturing, and distribution to update and modernize the digital connections with their customer and suppliers.



Connectivity

Get the frictionless connectivity needed to easily onboard, connect, validate, translate, and exchange data with customers and partners using the most common and emerging standards, protocols, and methods.

With IBM Sterling Secure File Transfer, you can share and track mission-critical information movement within your enterprise and across your trading partner network with peace of mind. Keep over 1 million files flowing smoothly per day with a fast, scalable, trusted platform that enables you to deliver files with 86% fewer errors and at a rate of up to 61% faster than companies deploying disparate systems.²

IBM Sterling Connect:Direct provides assured delivery, checkpoint restart, and security superior to FTP. Control Center Director and Control Center Monitor solutions offer service level agreement (SLA) and consolidated alert management, custom dashboards, and custom reports.

Just as the finance and government industries are leveraging these offerings, your business can also achieve:

80%

fewer document transaction errors

61%

faster file delivery of documents

45%

faster to onboard new partners³

Visibility

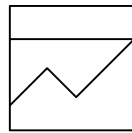
Get and provide actionable insights at the document, transaction, and business levels. With InFlight, part of the suite, you can see the status of your inbound and outbound data moving through IBM Sterling Supply Chain Business Network (SCBN) so you can make sure it was sent or received successfully. It collects information about your data at a minimum of three points and allows you to:



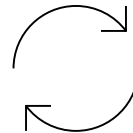
Get an overview of your document activity



See detailed information about each document and file



Create saved searches and reports

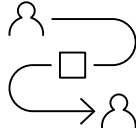


Restart and resend files

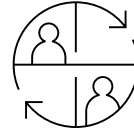
Business Transaction Intelligence (BTI) is a cognitive capability of IBM SCBN that provides meaningful information and insights to help companies better manage order-to-cash and purchase-to-pay interactions. It leverages Watson AI to make it easy to find out where a specific order is in its lifecycle. IT and business users, regardless of skill level, can explore supply chain transaction data efficiently using natural language search.

Partner Management

IBM Sterling Data Exchange Solutions are designed to accelerate the onboarding of new customers and suppliers so you can begin sharing data and conducting business quicker. The IBM Sterling® Partner Engagement Manager (PEM) reduces the time and resources required to onboard new partners while managing and maintaining existing partners. By automating the onboarding process, Partner Engagement Manager limits costly manual errors and increases efficiency allowing customers and partners to maintain their own records and connection preferences.



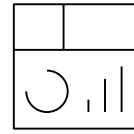
Automated partner onboarding



Partner self-service capability



Enhanced visibility of onboarding process



Single repository of partner data

Deployment Flexibility

Modernize IT infrastructure with flexible deployment and management options, on cloud, on-premises, or both (hybrid) to complement existing IT skills. IBM Sterling B2B Gateway Pack is a self-managed hybrid cloud software that enables orchestration, connectivity, and analytics to address the collaboration challenges of diverse B2B and MFT communities. IDC found that enterprises who opted for cloud B2B integration through IBM Sterling solutions realized over a three-year period benefits like 335% average ROI and \$4.61 million per organization per year in total benefits.

IBM Sterling Supply Chain Business Network is a IBM managed network offered as-a-Service, with API capabilities to get more of EDI integration. Industries such as retail, distribution, manufacturing, industrial can spend 75% less time to support B2B operations , freeing up the staff to focus on higher value tasks.

Resiliency

Whatever your specific business needs are, you need trusted and scalable solutions to provide support for demanding workloads. Sterling Data Exchange solutions can be configured to meet demanding service level agreements (SLAs), limit unplanned downtime, and proactively manage risks with hardened security, high availability, and real-time alerts.

With IBM Sterling Data Exchange your business can seamlessly operate with 99% less unplanned downtime and zero data breaches.



Conclusion

In a context of B2B transactions volume growing 50% CAGR and an increasing number of customers and suppliers seeking digital connections with their partners, through a diversity of connection methods, managing these digital connections is more complex than ever. In addition, rapid growth in ransomware attacks and security breaches make any disruption in the exchange of data very costly for companies.

IBM Sterling Data Exchange has decades of domain expertise with data exchange in every industry. We know the digital connections with your customers and suppliers is the lifeblood of your business. With IBM Sterling Data Exchange offerings, you enable your IT teams to operate with simplified B2B connections, taking advantage of visibility across business processes, while keeping your partners, suppliers and your own data safe. It's about making sure your data is going where it's supposed to go, in the fastest, most efficient and reliable way.

Why IBM?

At IBM, we've been closely monitoring the evolution of supply chains for over a hundred years, since the invention of the bar code. In the modern era of business, with increasing complexity and transaction volume, we see how secure data transfer and agile B2B connections are vital to any company. We are constantly developing new solutions and improving our offerings to meet our customers' ever-changing needs.

With that in mind, we have modernized the IBM Sterling Data Exchange portfolio to meet today's file transfer and B2B challenges. We are recognized for our expertise and the efficiency of our technologies. For decades, IBM has been the choice of Federal Reserve, because our Secure File transfer protocol has never had a security breach. In 2022, IBM's solutions were again named by IDC #1 Managed File Transfer Software and #2 B2B Integration Software.

In addition to connectivity, deployment flexibility, visibility and reliability, IBM Sterling Data Exchange helps deliver additional business value while you also take advantage of IBM's long-standing experience in EDI, APIs and MFT business data exchange:

You can benefit from IBM's decades B2B Data exchange through our:

- Development and support
- IBM Expert Services
- Managed services

For more information:

To learn more about IBM Sterling Data Exchange, please contact your IBM representative or IBM Business Partner, or visit ibm.com/sterling/data-exchange

Notes

1. Cost of a Data Breach Report 2022, Ponemon Institute and IBM Security, 2022
2. IDC White Paper: The Business Value of IBM Sterling B2B Integration and Managed File Transfer Solutions
3. IDC white paper "Driving Strategic Value with IBM Sterling Supply Chain Business Network."
ibm.com/account/reg/us-en/signup?formid=urx-36156.

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