

# Axway Business-to-Business (B2B) Solutions

## A unified platform for data, process, and community integration



Axway B2B solutions help organizations of all sizes manage the diversity and complexity of their multi-enterprise business interaction networks — at the lowest total cost of ownership.

When your business, your partners, your bank and your customers are all using different applications and ERP systems with multiple interaction patterns, establishing cross-enterprise business processes can be difficult. Add in business growth, customer mandates for EDI connections, the need for real-time information flow, and industry or government regulations requiring specific security and audit capabilities — and the task of business integration can seem insurmountable.

An Axway B2B solution can help you tackle the challenge with a unified platform for integrating your business with your trading community – no matter how complex or numerous your B2B processes and transactions are. You can:

- **Consolidate** dozens (or even hundreds) of gateways, EDI systems, cloud-based applications, manual processes, and FTP sites to create a B2B hub for communicating internally between departments and externally with your partners, suppliers, customers, and government and regulatory agencies.
- **Extend** your EDI, XML and ERP applications (such as SAP and Lawson) inside and outside your enterprise with comprehensive integration functionality and a centralized, easy-to-use interface for all configuration and management.
- **Replace** costly VAN networks and fully leverage the Internet by communicating securely with any certified EDI-INT solution
- **Migrate** from legacy environments to a more cost-effective and comprehensive B2B solution with mapping and transformation capabilities.
- **Create** a WebEDI portal or single-window community infrastructure to optimize order-to-cash, procurement, eInvoicing, and other multi-enterprise business processes for your trading ecosystem.
- **Improve** governance and visibility by centrally defining and enforcing policies that secure data in motion and at rest, simplify regulatory compliance, and enable both business and IT users to proactively manage and analyze all of the different types of interactions that occur within your B2B community.

With an Axway B2B solution, you can consolidate 100% of your B2B and MFT infrastructure, manage 100% of your B2B processes, and enable 100% of your B2B community — using the applications, systems, and platforms you and your trading partners already have in place.



“Axway leverages its strong B2B background to offer a solid CIS. Axway has been a leader in providing B2B integration solutions (including strong support for MFT needs) for several years and has years of experience in application integration.”

The Forrester Wave™:  
Comprehensive Integration  
Solutions, Q4 2010  
Research Inc., November 9, 2010

## Orchestrating successful and efficient business relationships

Every organization in every industry has its own unique mix of challenges and requirements. At the same time, most enterprises share a common goal: automating and integrating business-to-business processes that involve intricate moving parts — such as order processing, delivery, invoicing and payments.

**Axway B2B solutions meet the specialized process, policy, and compliance requirements of a wide range of highly regulated and service-oriented public sector agencies and businesses, including global leaders in financial services, healthcare, retail, transportation & logistics, automotive, and manufacturing**

An Axway B2B solution can help you orchestrate all types of file transfers and B2B interactions — inside your enterprise, along your supply/value chain, and throughout your customer and partner trading community.

- **Establish secure connections** and manage the flow of critical files, messages and data with all of your trading partners – regardless of protocol or standard – bringing visibility into transactions and increasing information accuracy and reliability in the process.
- **Gain transactional intelligence** with rules-based routing and real-time alerts that empower different groups within your community to see what is relevant to them at all times.
- **Leverage robust business process management capabilities** to help your line-of-business managers define interactions, and predict and quickly respond to changing business conditions.
- **Manage and monitor B2B transactions in the context of your business**, such as tracking KPIs in real time and providing self-service capabilities to your customers.
- **Secure data** with multiple layers of security and a full arsenal of protective measures to prevent accidental and malicious data loss.
- **Generate complete audit trails** to optimize dispute resolution processes and simplify and lower the cost of compliance with industry and government regulations and/or standards such as HITECH/HIPAA, GLBA, PCI, Sarbanes-Oxley, RosettaNet and SEPA.
- **Scale your solution** to support increasing data volumes, expansion across multiple business units, and growing trading communities – even in the cloud.



## Financial Services

Around the world, more than 1,500 banks and other financial services institutions rely on Axway for secure, multi-channel financial data and transaction processing. By consolidating all of your financial flows and providing real-time integration, security and visibility into payment processes as they occur, Axway B2B provides a secure data transmission platform that can help you:

- Automate and manage secure business interactions within financial ecosystems – such as bank-to-bank, bank-to-market, bank-to-corporation and corporation-to-bank – for greater operational efficiency.
- Reduce costs while ensuring that your high-value payment flows meet processing deadlines and satisfy service-level agreements (SLAs).
- Manage liquidity, prevent data loss and comply with industry and government regulations and transparency requirements (including PCI, SEPA, GLBA and emerging requirements).
- Ensure continuity of service with a smooth migration path from ETEBAC.
- Drive core revenue by speeding time-to-market for new services.
- Facilitate secure Straight Through Processing (STP) of payment transactions.

## Healthcare

Axway B2B solutions enable secure integration and exchange of private healthcare, administrative and financial information across disparate platforms and healthcare ecosystems.

For public healthcare and social protection systems in the EU, and for health plans and healthcare providers in the U.S., Axway solutions meet a daunting set of information technology challenges, including:

- The adoption of electronic medical records (EMR), with the ultimate goal of reducing healthcare costs and improving patient outcomes.
- The need to automate and secure the exchange of Protected Health Information (PHI) with a growing number of systems, organizations, communities and individuals (health plans, hospitals, doctors, pharmacies, national agencies and patients) via Health Information Exchanges (HIE).
- On-boarding and successfully managing large numbers of trading partners that submit transactions for eligibility, claims, claim status, enrollments, authorizations, and premium payments.
- Migration to new data and security standards, including 5010, ICD-10, and HL7, which will affect every transaction and all of your core systems.
- An increasingly onerous and complex regulatory environment shaped by legislation including PPACA and HITECH/HIPAA in the U.S. and SEPA, EBICS, SWIFT and other domestic standards in the EU.

**Axway B2B solutions support the full range of Financial Services industry standards, formats, and protocols, including:**

- Single Euro Payment Area (SEPA)
- SWIFTNet, SWIFT7, SWIFT BPO
- Electronic Banking Internet Communications Standard (EBICS)
- ISO 20022
- National Automated Clearing House Association (NACHA) IAT
- FIX
- BAI
- Payment Services Directive (PSD)

Axway is also the author or co-author of the PeSIT, AS2, and Secure Sockets Layer (SSL) protocols.



Optimize order-to-cash processes and reduce problem resolution time and costs by as much as 80 percent with Axway's event monitoring, non-event detection, and proactive notification of potential process disruptions.

Leading transportation and logistics companies rely on Axway B2B solutions to provide a single logistics interface for their customers, supplying a genuine one-stop shop that creates economies of scale. Because it's not just about moving goods – it's also about providing proactive data to your customers about the status of their supply chains.

## Retail

Axway B2B solutions support electronic data exchange, application integration, trading-partner connectivity, and transaction intelligence for improved order-to-cash and SLA compliance.

From the time an order is initiated until payment is reconciled, Axway provides real-time visibility into transactional data as it flows throughout your trading network. You can see what's happening with each trading partner and point of sale, quickly get invoice data into your systems, and optimize ordering by pinpointing where data isn't matching physical reality.

And, you can aggregate intelligence up from the transaction level to get a complete picture of the enterprise, giving you the fastest, most secure way to synchronize your supply network, reduce costly administrative errors and penalties, and detect and correct issues before they become big, expensive problems.

## Transportation & Logistics

Creating a single logistics interface is technically challenging because it requires an IT landscape capable of spanning various collaborative backbones, integrating multiple geographical locations, and connecting with customers and partners with disparate EDI infrastructures.

Axway provides a complete platform that equips transportation and logistics companies – as well as shipping and receiving departments – with the technology they need to improve speed, accuracy and efficiency through end-to-end visibility and reliable data integration and exchange throughout the entire transport chain, from pick-up to delivery.

These same capabilities support the introduction of innovative online services for partners, customers and consumers, including package tracking and proactive notifications, merge-in-transit, cross-docking and vendor managed inventory (VMI).



## Manufacturing

Manufacturers live in a complex ecosystem of component suppliers, distributors, third-party logistics companies, retailers, and group purchasing organizations where information gaps can result in unpredictable demand, lost sales opportunities, product launch issues and higher rebate costs.

By empowering you to view, orchestrate and react to events in your supply chain as they happen, Axway solutions make it easier to master the logistics of moving goods from plant to retail shelves. With end-to-end, real-time visibility and control over transactions right down to the data level, you can reduce stock-outs, avoid excess inventory, and lower transaction costs while also protecting against data loss, diversion and fraud, regulatory violations, and product quality and safety failures.

## Automotive

For more than 20 years, Axway has been helping auto manufacturers adapt to ever-changing standards and interoperability requirements, and integrate their partners and processes across the entire automotive value chain. Today, the majority of the world's top 100 automotive suppliers rely on Axway's flexible solutions for business process integration and multi-enterprise collaboration.

Based on a pre-configured B2B integration platform designed specifically for the industry, our automotive integration solutions can help you:

- Integrate small suppliers into your online trading community with a high-performance WebEDI portal.
- Reduce operational costs by eliminating expensive EDI systems, complex modifications, and scheduled system maintenance using your existing infrastructure and a B2B gateway.
- Optimize material planning and billing processes with end-to-end visualization into inventory movement.
- Support fast, secure and frequent ENG DAT file and data transfer (including CAD/CAM models, service descriptions, object lists, and images) using the ODETTE File Transfer Protocol (OFTP).
- Support 100 percent electronic transmission of invoices and credit notes containing qualified digital signatures, eliminating the need to send summary invoices on paper or by fax.

### For manufacturers, Axway B2B solutions offer:

- A high degree of automation for data exchange with branch offices and production sites
- Just-in-Time and Just-in-Sequence processing
- A consistent interface for monitoring and control of all global file transfer processes (transmission and downstream processing) with minimal administration costs
- Pre-configured interfaces for fast, easy partner onboarding
- Investment protection with a single, scalable solution for worldwide operations



## Public Sector / Government

Around the world, civilian, government and military agencies employ Axway solutions to improve trade facilitation and regulatory compliance and provide high quality of service to citizens and businesses — all while reducing IT costs.

Axway B2B solutions provide the capabilities required to:

- **Consolidate information exchange on a single, integrated platform.** Local agencies, central offices and ministries/departments can consolidate information and business process silos into shared platforms that deliver widely accessible, reliable and secure G2G (government-to-government), G2C (government-to-citizen) and G2B (government-to-business) services.
- **Integrate, intelligently route, transform and enrich data.** Real-time, scalable information control, transformation and routing enable quick data integration and validation regardless of data complexity or volume. Axway B2B solutions can consume multiple file types — including GEOTiff, NITF, NIEM, ELINT, audio, and video — for transfer between agencies, and enrich and route messages based on the XML within the file.
- **Go paperless with eInvoicing.** Axway eInvoice enables 100% electronic transmission of invoices and credit notes containing qualified digital signatures. eInvoice conforms to relevant laws and EU directives, and provides all functions described in the published recommendations from GALIA (Groupement pour l'Amélioration des Liaisons dans l'Industrie Automobile) and GS1 France (Global Standard 1).
- **Gain visibility into internal and multi-agency processes.** Axway provides tracking and reporting capabilities for managing and monitoring processes involving multiple organizations, as well as multiple departments within an organization. Granular visibility and audit functionality simplifies and streamlines compliance with government mandates and regulations such as PRESTO in France, BAS in Sweden and HIPAA in the U.S.

## Your solution, your way

With a flexible architecture and deployment options

Axway B2B solutions combine the entire spectrum of business-to-business integration processes in a single framework that is open, extensible and customizable, so you don't have to worry about choosing the best fit-to-cost architecture up front. You can start out small and grow your solution through every phase of business growth.



<b>Data, process and community integration</b>	
<b>Axway B2Bi</b>	Integrate your business with your trading and customer community, regardless of size or complexity. B2Bi provides a simple way to handle EDI, XML and other applications (such as SAP and Lawson) with a centralized, easy-to-use interface for all configuration, system administration and message management.
<b>Secure Business-to-Business (B2B) connections</b>	
<b>Axway Interchange</b>	Reliably and securely connect your enterprise with all of your suppliers, partners, distributors and service providers across private or public marketplaces of any size.
<b>Secure data transmission platform for financial institutions and corporations</b>	
<b>Axway Financial Exchange (FEX)</b>	Streamline, consolidate, and better manage your secure transmission platforms for multi-channel financial data and transaction processing needs.
<b>Comprehensive solution for the European automotive industry</b>	
<b>Axway Tradesync Integration Manager (TSIM)</b>	Integrate, control and monitor internal and external processes – from start to finish – across the entire automotive value chain.
<b>Integrated serialization, diversion detection, GRC and anti-counterfeiting for complex supply chains</b>	
<b>Axway Track &amp; Trace</b>	Collect supply chain events on serialized items in a powerful multi-purpose EPCIS event repository for improved global visibility and security across the supply chain.
<b>Easy-to-use portals</b>	
<b>Axway WebEDI</b>	Deploy an easy-to-use, high-performance WebEDI portal that allows you to exchange data with all of your business partners — even if they do not have their own EDI systems in place.
<b>Community management</b>	
<b>Axway Endpoints</b>	Establish secure and direct last-mile connections with your partners, suppliers and customers over the Internet — quickly, efficiently and reliably.
<b>End-to-end visibility and transactional intelligence</b>	
<b>Axway Sentinel</b>	Use intuitive business and technical dashboards to monitor B2B events and Key Performance Indicators (KPIs) in real time.

### More enterprise software solutions from Axway

**Managed File Transfer (MFT)** for secure, auditable, and easy-to-manage B2B, Application-to-Application (A2A) and ad hoc information exchange within existing infrastructures.

**Integration** for orchestrating end-to-end enterprise application integration and data exchanges, both within your organization and with your trading community of external partners, suppliers and customers.

**Email Security** for defending your organization against external and internal threats that can jeopardize information security and regulatory compliance.

**Identity Security** for real-time validation of digital certificates within PKI environments, ensuring the validity and integrity of highly valued and trusted transactions for security-intensive organizations.

### Learn more today

To learn more about how an Axway B2B solution can help you manage the diversity and complexity of your business-to-business processes, email us at [axwaysolutions@axway.com](mailto:axwaysolutions@axway.com) or visit [www.axway.com](http://www.axway.com).



For More Information, visit [www.axway.com](http://www.axway.com)  
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