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Ventyx Axis B2B
Optimizing Business Partner Processes

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Ventyx Axis is a hosted solution providing B2B integration and web applications to optimize business processes between trading partners. It provides a deep, single point of integration from all internal business systems to trading partners while also providing the flexibility to maintain control of trading relationships and business practices.

The Challenge

In today's connected world, a successful organisation improves its operating efficiency by leveraging the capabilities of its business partners and building mutually beneficial trading relationships. These relationships are strengthened through timely, accurate, automated and streamlined data processes.

All too often business partnerships deteriorate because of the inability to keep up with the documentation demands of partners. When processes such as purchasing, contractor services and invoicing are executed using manual, paper-based processes, it leads to poorer resource utilisation, inaccurate data, higher overheads, lost discounts, more exception processing and inefficient supply chains.

Collaborating electronically with customers, suppliers, contractors and service providers offers businesses a faster, more accurate and cost-effective way of sharing and exchanging information critical to optimize operational performance.

While B2B integration has rapidly become part of the business fabric, the challenge for many organisations lies in developing and sustaining the B2B technical and implementation capability. With this challenge comes the potential erosion of expected returns on investment and business benefits.

The Solution

Ventyx Axis is a complete, enterprise level solution that facilitates the automated exchange of any information, reliably and securely, via a wide range of Internet standards and protocols and in a variety of message standards, formats and industry standards.

Standard and customised B2B business documents are combined with tailored business rules to provide a unique and complete solution that improves existing processes and creates opportunities to further enhance operational performance beyond initial expectations.



Key Features

The solution provides immediate, rich, data exchange and transparency between trading partners; enabling information decisions to be made in real-time and efforts focused on resolving exceptions and not routine activities. This is delivered through fully automated B2B processes that meet business needs, including:

- **Sourcing** – Requests for quote, quotations, price and availability checks, price and product updates
- **Purchasing** – Purchase orders, change orders and orders responses, expediting, order status requests and responses
- **Receipting** – Advance shipping notices, expediting, and goods receipt notices
- **Work management** – Work requests, contractor work orders, WIP updates, work completion, and job statements
- **Asset maintenance** – Condition assessment notifications, work quotes, job statements, and asset updates
- **Invoicing** – AP invoices and statements, remittance advice, AR invoices and statements, and RCTI/ERS
- **Partner profiles** – Contacts and addresses
- **Specialized processes:** for specific business requirements

These capabilities are delivered from a hosted, fully managed, platform that provides:

- Private e-Hub solution
- Secure, private labeled, web applications
- Tailored business processes
- Comprehensive, rule-based data validation
- Broad range of connectivity options
- Reporting
- Business document warehousing
- Monitoring and tracking of all transactions
- Business system/ERP Integration
- Global Support - 24x7 international call center

The Benefits

The solution enables the organization to improve any business process involving trading partners such as suppliers, customers, contractors, transport providers, government agencies, distributors, service providers by optimizing the quality, management and tracking of the many types of documents that are used to facilitate business transactions.



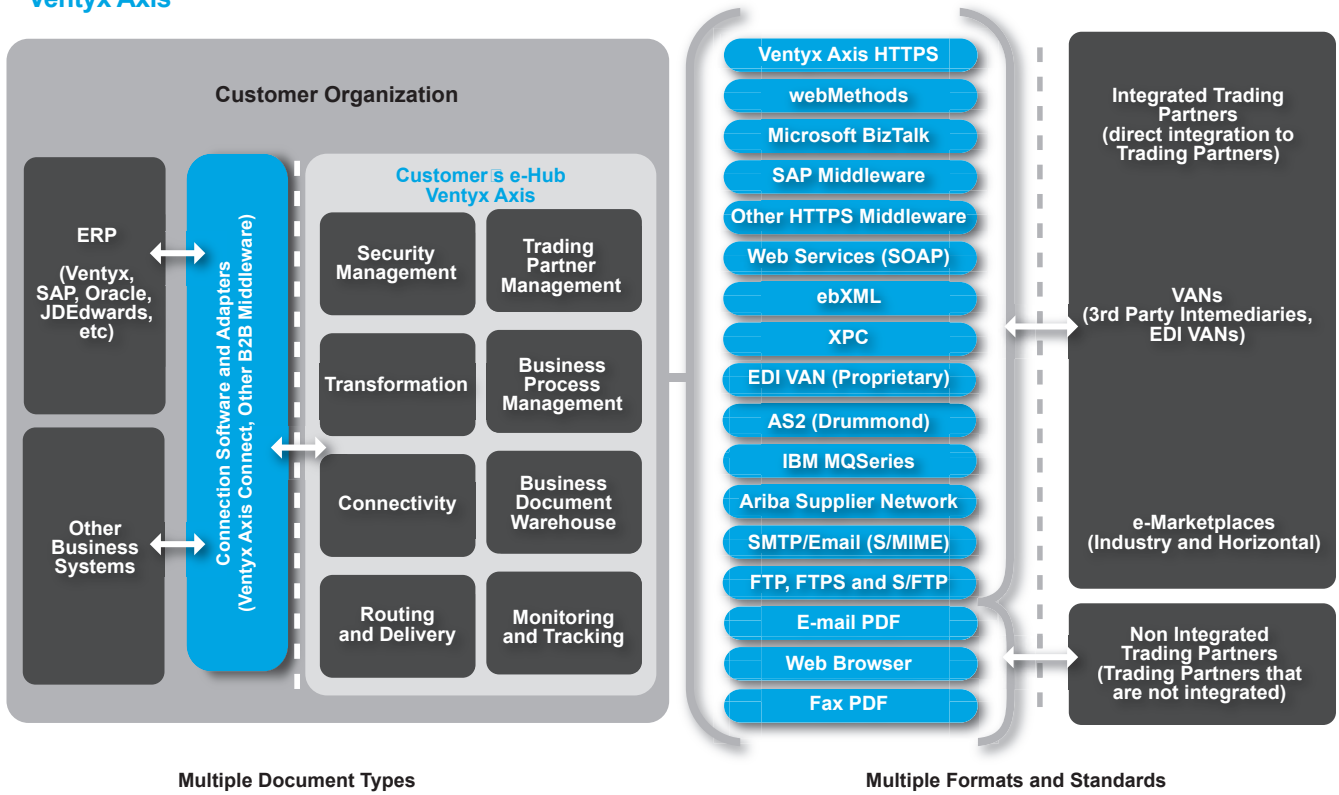
The Ventyx Axis solution delivers quantifiable benefits, including:

- Reduction in inventory and holding costs through better order tracking
- Opportunity to negotiate discounts through reduced manual overheads
- Lower invoice mismatch rates
- More on-time payments
- Greater visibility of committed spend
- Reduced paperwork and improved worker efficiency
- Comprehensive Asset Maintenance information from contractors and service providers
- Improved resource utilisation delivery greater value
- Accurate reporting through improved data quality
- Electronic records/reduction in paper
- Reduced number of queries
- Improved decision making and planning utilising accurate information from trading partners

The Ventyx Axis solution delivers measurable return on investment through its outsourced, managed capability which is:

- **Low cost** – There is little or no capital expenditure required to establish an organisation's private Ventyx Axis e-Hub, and there are no ongoing transaction based fees.
- **Low risk** – Ventyx Axis is a proven solution in production with a global customer base.
- **Low complexity** – The ongoing technology responsibility is outsourced to Ventyx.
- **Rapidly implemented** – leverages existing, outsourced solution with proven methodologies for implementation and trading partner engagement.
- **Flexible and extensible** – organisations choose how to best conduct business with trading partners. The solution can be customised and adapted to meet current and future needs.

Ventyx Axis





About Ventyx

Ventyx, an ABB company, is the world's leading supplier of enterprise software and services for essential industries such as energy, mining, public infrastructure and transportation. Ventyx solutions bridge the gap between information technologies (IT) and operational technologies (OT), enabling clients to make faster, better-informed decisions in both daily operations and long-term planning strategies. Some of the world's largest private and public enterprises rely on Ventyx solutions to minimize risk, enhance operational and financial performance, and execute the right strategies for the future. .

To learn more about Ventyx visit www.ventyx.com or contact a Ventyx sales representative today.