



# NewEDI

## 3 Signs You Need a New and Improved B2B Integration Solution



- 1 Security Risks and Concerns**
- 2 Lack of Transaction & Document Visibility**
- 3 Not Comprehensive or Viable for Long-term Needs Solution**

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# Introduction

No business is an island. To succeed, you need strong relationships with suppliers, vendors, and customers. The strength of these relationships relies on B2B integration solutions that efficiently, reliably, and securely share data among your trading partner community.

However, many organizations are still utilizing outdated, legacy B2B integration solutions (often solely centered around EDI) that have not kept pace with the latest technology or business requirements of their organization and supply chain. Examples of key new technologies that typically aren't addressed by legacy solutions include ever-changing B2B document standards and communication protocols, cloud services integration, and leading security measures.

The right B2B integration solution and strategy can deliver numerous benefits to your business, increasing bottom-line and top-line revenue through:

- Increased efficiencies
- Decreased manual processes
- Streamlined trading partner management

That's why we have created a quick reference table on the following page that highlights the three key signs you should look for when determining whether you need a new and better B2B integration solution. If the signs are present at your organization, you'll also want to examine the capabilities—also listed in this reference table—that you should look for when evaluating a new and better solution.

## What is Effective B2B Integration?

“B2B integration will gain importance with the ever-increasing need for rapid onboarding of trading partners, customers, effective management of partner communities, and better customer engagement.” (Source: Ovum, 2015 Trends to Watch: Integration and Middleware Report)

# 3 Signs You Need a New & Improved B2B Integration Solution

Signs You Need a New Solution	Pain Points of Your Current Solution	What To Look For in a New Solution
Security Risks and Concerns	<ul style="list-style-type: none"> <li>● Supports only core EDI security requirements</li> <li>● Not compliant with industry regulations and mandates</li> <li>● Potential for data breaches</li> </ul>	<ul style="list-style-type: none"> <li>● Support for all secure communications protocols (AS1, AS2, AS3)</li> <li>● Complies with industry security mandates such as PCI DSS</li> <li>● Has encryption capabilities for data at rest or in transit</li> <li>● Provides full audit and logging capabilities</li> </ul>
Lack of Transaction and Document Visibility	<ul style="list-style-type: none"> <li>● Time-intensive, manual error tracking</li> <li>● Inability to identify problems in real time, resulting in delayed processing</li> <li>● Inability to correct and resubmit data</li> </ul>	<ul style="list-style-type: none"> <li>● Automated and proactive alerts and exception-handling controls</li> <li>● Real-time visibility into a B2B data flow and integration operations</li> <li>● Ability to repair and resubmit data</li> </ul>
Not Comprehensive or Viable for Long-Term Needs	<ul style="list-style-type: none"> <li>● Solution is no longer supported by provider</li> <li>● Siloed solution that doesn't aggregate all trading partners and B2B integration technologies into one comprehensive view</li> <li>● Difficulty scaling as your business grows</li> </ul>	<ul style="list-style-type: none"> <li>● Solution is actively maintained and upgraded</li> <li>● A single solution that supports multiple data initiatives and B2B integration needs across the entire trading partner community</li> <li>● Ease of scalability</li> </ul>



## About NewEDI

NewEDI is a Tier 1 EDI VAN provider that can deliver turnkey solutions that are scalable for enterprise-level companies as well as those specific to small and medium businesses. As a Tier 1 Gartner Magic Quadrant partner we manage a network of over 160,000 trading partners.

Contact a NewEDI sales representative to find out more by visiting [www.NewEDI.com](http://www.NewEDI.com) or call 844-449-6511.

## Contact NewEDI Today



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