

Appendix

IDC White Paper | The Business Value of IBM Sterling B2B Integration and Managed File Transfer Solutions

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Authors:
Stewart Bond
Maureen Fleming
Matthew Marden

September 2020

Business Value Highlights

291%
three-year ROI

\$291,900
in total benefits per 100
trading partners per year

\$73.08 million
in higher annual revenue
per organization

45%
faster to onboard
new partners

85%
more productive document
management teams

61%
faster delivery of documents
and desktops

80%
fewer document
transaction errors

99%
less unplanned downtime



The Business Value of IBM Sterling B2B Integration and Managed File Transfer Solutions

EXECUTIVE SUMMARY

The flow of information and data securely, with integrity and in a timely manner between multiple disparate businesses, partners, employees, and customers, is an enabling capability for organizations wanting to compete in the digital economy. But business-to-business (B2B) integration and managed file transfer (MFT) capabilities are not new requirements, with technologies such as electronic data exchange (EDI) and basic file transfer protocol (FTP) having been available for many decades. IBM Sterling B2B collaboration, the focus of this study, was a pioneer in and continues to be a mainstay in B2B data exchange workloads. What is new is a fundamental shift where B2B integration middleware and MFT software are increasingly being used to serve a broader ecosystem of stakeholders, requiring broader visibility, intelligence, and collaboration among partners, retailers, institutions, and consumers.

There has also been a significant shift toward cloud-native architectures in commercial and bespoke software solutions. Cloud-native architectures use software containers to enable portability and scalability of software in hybrid cloud and multicloud environments. IBM has re-architected the Sterling portfolio of software into containerized components, providing customers with multiple deployment options and opportunities to optimize computing resources. IBM Sterling B2B collaboration software customers interviewed as part of this study were not yet using the re-architected solutions, and even though we do not yet have fully quantifiable impacts of containerized versions of the portfolio, cost savings associated with optimized compute resources should contribute to higher value and return on investment (ROI).

At the core of B2B integration middleware and MFT software is the exchange of documents between multiple parties, both internal and external to the enterprise. Data exchange requires onboarding, mapping, transport, monitoring, and management across the entire ecosystem of trading partners. The IBM Sterling B2B collaboration software portfolio enables the entirety of



IBM Sterling Secure Proxy

Advanced edge security for your multi-enterprise data exchanges

Highlights

- Enables trusted business-to-business transactions and data exchange
 - Protects your brand reputation by reducing data vulnerability risks
 - Supports new high-speed protocols and simplifies migration
 - Certified Container support
 - Secures your network at the edge to protect from unauthorized access
 - Facilitates compliance with security policy and audits
-

Cybersecurity has become a CEO top-of-mind concern across all industries and organizations as exchange of information across organizational boundaries is expanding rapidly. Companies all over the world rely on IBM Managed File Transfer (MFT) offerings to drive their mission-critical business processes. Data security, access management, and perimeter security are key considerations when moving data inside and outside of the organization. IBM Sterling Secure Proxy allows you to safely exchange data with partners, suppliers, and customers across the internet.

Sterling Secure Proxy is a DMZ-based application software proxy enabling secure and high-speed data movement over the internet. It provides increased perimeter security to protect the enterprise's trusted zone, as well as authentication services to prevent unauthorized access to your business-critical internal systems. It integrates with your existing security infrastructure to meet security and audit requirements while also supporting compliance regulations and incorporating industry standards and best practices.

IBM Sterling Connect:Direct

Optimize performance and manage growth without adding IT resources

Highlights

- Improve productivity
 - Simplify data movement activities
 - Gain unprecedented scalability
 - Count on reliable file delivery
 - Ensure security and compliance
 - Remove infrastructure barriers
 - Move files with confidence
 - Certified Container Support
-

The demands are growing daily

Organizations have never seen a greater need for reliable and secure file transfer. Digitalization is fueling growth in data at unprecedented rates. Managed file transfer (MFT) provides the near real-time integration necessary for applications as diverse as distribution of insurance claim records, synchronization of central and disaster-recovery sites, secure transfer of check image files, and consolidation of credit card transactions. Secure file movement must also ensure data delivery to the intended destination within the right time window, so the receiving application can process and act upon it consistently avoiding delays to your critical business processes. The problem is, many existing file transfer “solutions” built on FTP do not have the necessary mechanisms to ensure consistent management, monitoring, and security of your critical data flows.

IBM Sterling Connect:Direct is the leading solution for secure, point-to-point file transfers. It has been optimized for high-volume, assured delivery of data within and between enterprises, and provides script-based automation, scheduling and alert notifications for 24x7 unattended operations. A key component of the IBM’s MFT solution, Connect:Direct, which allows organizations to automate the exchange of data between mission-critical applications regardless of platform. Unlike FTP implementations, Connect:Direct is designed from the ground up specifically for enterprise-class file transfer. It eliminates the need for manual intervention in data delivery, improving the productivity of your people and the reliability of your business processes.

The image features two men in business attire shaking hands. The man on the left is older with grey hair, wearing a light-colored shirt and tie. The man on the right is younger with dark hair, wearing a white shirt and a striped tie. They are both smiling. The background is a light, neutral color. The entire image is overlaid with a semi-transparent green filter. The IBM logo is in the top left corner.

IBM

A New Era in On-boarding – It's all about managing relationships

A technical overview of IBM Partner Engagement Manager

Watson Supply Chain

The IT Architect's Guide to File Gateway Consolidation

Five key capabilities to look for in a file gateway solution

The IBM logo is located in the bottom left corner of the page. It consists of the letters "IBM" in a bold, sans-serif font, with a small registered trademark symbol (®) to the right. The logo is white and stands out against the blue background.

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