

B2B E-marketplace Solutions



Emergence of B2B Exchanges

Only ten of the 600 e-marketplaces tracked by AMR Research offered any kind of back-end integration. In order to provide seamless integration, these e-marketplaces either must force a standard or adapt to accommodate the different technologies and formats used by the participants. However, since these e-marketplaces are new and carry little market clout they cannot force a standard, so they are turning to DIcentral to provide the infrastructure to connect the many disparate systems of their participants.

True B2B Integration

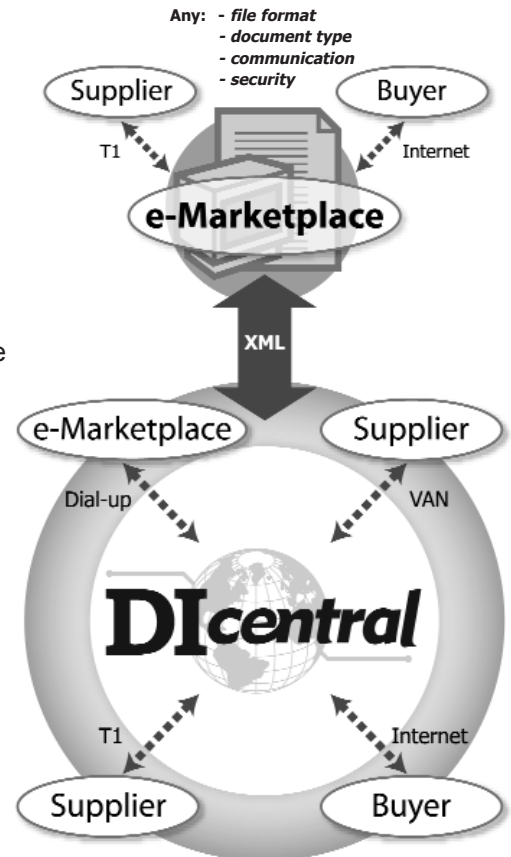
True B2B integration requires significant agreement and conformity across the entire trading community. A single difference in methodology or technology between trading partners results in e-commerce failure. The number of potential variables that could cause failure in B2B data integration is increasing, which adds to the cost and complexity of integration.

The source of these differences include:

- file formats
- security formats and standards
- telecommunications pathways and protocols
- business rules
- service requirements

DIcentral solutions enable customers with internal enterprise applications such as XML-enabled procurement solutions or EDI to be connected seamlessly with their external trading partners, regardless of what file formats they require. DIcentral's core Total B2B Data Integration solutions have been designed to enable the B2B e-marketplace to reach its full potential by providing:

- easier, faster deployment of supplier/buyer integration, which will enhance marketplace adoption
- complete trading partner outreach and enablement program
- minimal upfront investment for both the marketplace and its participants
- dedicated staff who service and monitor transactions with DIcentral
- a low-risk, full-service back-end integration offering for you and your participants
- flexibility around internal technology choice
- fault-tolerant, 24 x 7 processing system
- can handle all types of transactions and file formats, such as:



Supply Chain	Financial	Ordering	And more...
purchase orders	invoices	requests for quotes	Cataloging...
PO order change requests	payment order	responses to RFQs	Logistics...
advanced shipping notices	remittance advice		Distribution....

Supported File Formats		
X12	ASCII	EDIFACT
XML	CBL	IDOC
cXML	Biztalk	All data adaptors