



Telecom Component Supplier Meets Hub's New Technology Mandate Without Purchasing New IT Systems

Challenge: A small supplier, accustomed to conducting business through Microsoft applications like Excel and Outlook, received a mandate from a large global telecom equipment manufacturer to start conducting business using complex B2B document formats and protocols.

Solution: Small electronic component supplier leased BBot.

Overview: For the past three years, the supplier had used Excel and Outlook to manage orders, invoices and other B2B transactions. However, the hub – their largest customer – had recently issued a mandate requiring all suppliers to use specific B2B document formats and protocols. Unfortunately, the small supplier lacked the resources to purchase new B2B systems to meet the hub's B2B integration demands.

To solve this challenge, the supplier decided to implement BBot. For a monthly lease fee, BBot allowed the supplier to conduct B2B transactions using Outlook and Excel while automatically converting transaction files into the required B2B document formats supported by the appropriate protocols.

Results:

- Small supplier **realized a 20 percent increase in orders within the first 90 days.**
- Integration **costs were approximately 70 percent less using BBot** compared to purchasing and implementing new B2B systems.
- Supplier profile published onto the network **in 16 days.**
- BBot was **operating within 24 hours** of plugging into the network.

