

SourcePRO

Managing B2B transactions for 2000 suppliers? BBot makes it simple.

INDUSTRY:

Automotive

SOURCEPRO OVERVIEW:

Provides integrated solutions to help the world's largest automotive manufacturers reduce total cost of sourcing, procuring and managing indirect materials and suppliers.

COVAST SOLUTION:

Covast BBot

CHALLENGES

- Managing B2B transactions for 2000 suppliers, only two percent of which are EDI-enabled.
- Helping small suppliers meet large automotive manufacturer's e-RFQ mandate — or risk losing business.
- Reduce supply chain management costs.

RESULTS

- The Covast BBot was piloted at two supplier sites.
- Covast experts created the hub profile in less than one week, and tested and published it to a central registry in three hours.
- Regardless of the complexity of each supplier's in-house B2B systems, every supplier is able to conduct EDI-enabled transactions in accordance with major manufacturer mandate.
- The Covast BBot will save SourcePRO suppliers an estimated \$60,000 in maintenance, leasing and support fees over the next three years.

CHALLENGE:

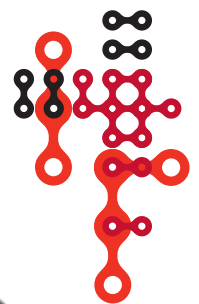
INTEGRATING 2000 SUPPLY CHAINS – NO EASY TASK.

When major manufacturers, like General Motors, Ford and GKN Driveline, need to reduce supply chain costs, they turn to SourcePRO. Through its integrated consulting and technology solutions, SourcePRO specializes in reducing costs and improving efficiencies in sourcing, procurement and supply chain IT.

One of SourcePRO's most valuable offerings is their ability to manage B2B transactions and IT infrastructures for more than 2000 of their customers' suppliers. SourcePRO acts like a hub, liaising between suppliers and their large manufacturing clients to source, procure and transact materials.

However, this is no small task. While SourcePRO is managing transactions with EDI-enabled suppliers, these suppliers only account for two percent (2%) of their total supplier base. Small suppliers with a limited number of transactions are able to use a web portal to conduct business, but what about the remaining 80 percent of suppliers?

In early 2007, SourcePRO faced a new challenge. One of their largest automotive manufacturer customers had issued a mandate that all suppliers must be able to electronically process a Request for Quotation (840) message and return a Response for Request for Quotation (843). If the supplier is not able to process the data electronically via EDI, they could not conduct business with the manufacturer.



“Covast's new appliance technology will be a win-win for everyone in the supply chain. Hubs can do business more efficiently with a wider selection of vendors. That will translate into increased efficiencies and profits for all parties.”

*Gautom Bose
Executive Vice President
SourcePRO*

“Covast and other vendors represent the forefront of an emerging trend: providing multienterprise collaboration technology on an appliance.”

*Gartner Research
July 2007*

SOLUTION: BBOT – THE WORLD'S FIRST B2B APPLIANCE FOR SUPPLY CHAINS

SourcePRO needed a single way to process and manage B2B transactions for all suppliers, large and small, especially in light of the manufacturer's mandate. They turned to the Covast BBot for help.

Built on Microsoft technology, BBot is a network appliance of pre-configured hardware and software that integrates the B2B supply chain systems of different suppliers with a single hub. To work, a hub publishes a profile of its different supply chain systems and processes to a central registry. Suppliers then simply plug a BBot into their LAN with Internet connection and the appliance automatically configures itself to the hub profile. Using Microsoft Office, BBot instantly bridges supply chain systems, allowing real-time integration between hubs and their suppliers — with little or no maintenance.

SourcePRO executed a pilot program with the Covast BBot and several suppliers. Covast's team of supply chain experts worked with SourcePRO to develop a hub profile to publish to the central registry. This profile, which took less than a week to create and a mere three hours to test and publish, encapsulates all B2B systems and processes that make up SourcePRO's supply chain. SourcePRO then leased BBoTs to suppliers representing a mix of both large and small companies.

RESULTS: KEEPING SUPPLIER COMPLIANT MEANS BIG BUSINESS FOR SOURCEPRO.

The million-dollar-moment happened when each supplier tested BBot with their first transaction. After simply plugging BBot into their individual LAN with Internet connection, every supplier was able to process and reply to RFQs sent by General Motors. Each BBot had correctly configured itself to the hub profile, allowing suppliers to conduct business regardless of their in-house supply chain systems (or lack thereof).

As a result, SourcePRO's suppliers, no matter how large or small, now have the tools to continue conducting business with General Motors. Managing B2B transactions is virtually effortless for SourcePRO. However, one of the most significant benefits BBot has delivered to SourcePRO is the projected IT cost savings. Because BBot comes complete with a BizTalk Server and Microsoft software stack, and requires virtually no maintenance and only a short installation, BBot will save each SourcePRO supplier an estimated \$60,000 over the next three years.



Contact your Covast representative to learn how BBot can transform your supply chain. To learn more, visit www.covast.com/BBot or call **1.866.COVAST1** in the U.S. or **+31 (10) 2351022** in Europe.

