



## VALUE DRIVER SERIES | FLYER

### IF YOU'RE A:

- CIO
- VP/Director IT
- Digital Transformation Officer
- Head of ERP
- Head of Supply Chain
- Head of Logistics
- Head of EDI/API

### WHO WANTS TO:

- Manage increasingly complex B2B ecosystems
- Scale to keep pace with business expansion
- Achieve high availability and zero-downtime maintenance

### BUT YOU:

- Face spiraling costs
- Need to do partial shutdowns during maintenance
- Lack integration with modern ecosystems

### THEN:

Modernize with Axway B2Bi to increase your B2B operational efficiency

# Integrate smarter, faster, and stronger with a modern API-powered B2B/EDI platform

## Ensure continuous, efficient, and resilient B2B/EDI operation

As partner ecosystems grow, businesses face bigger challenges like handling more message traffic, managing diverse integration methods, and meeting higher expectations for scalability and reliability. Keeping these systems running smoothly requires solutions that ensure secure, uninterrupted operations while staying cost-effective.

With billions in revenue often flowing through B2B/EDI systems, enterprises need tools that deliver high availability, consistent performance, and meet strict SLAs. That's why partnering with vendors who excel at keeping operations resilient and maintenance simple is key to staying ahead.

### Drive peak B2Bi efficiency with Axway

Axway excels in all integration patterns – EDI, API, file transfer, VAN, protocols, and security – backed by over 20 years of B2B/EDI expertise. With flexible and reversible deployment options across cloud, on-premises, or hybrid environments, we ensure a consistent technology stack, with containers and multi-clustering enabling zero-downtime maintenance and maximum operational efficiency. You gain the ability to address integration tasks of any complexity. Our powerful APIs drive innovation and enable new business use cases. As a trusted partner, we foster transparency and prioritize your needs within a supportive community.

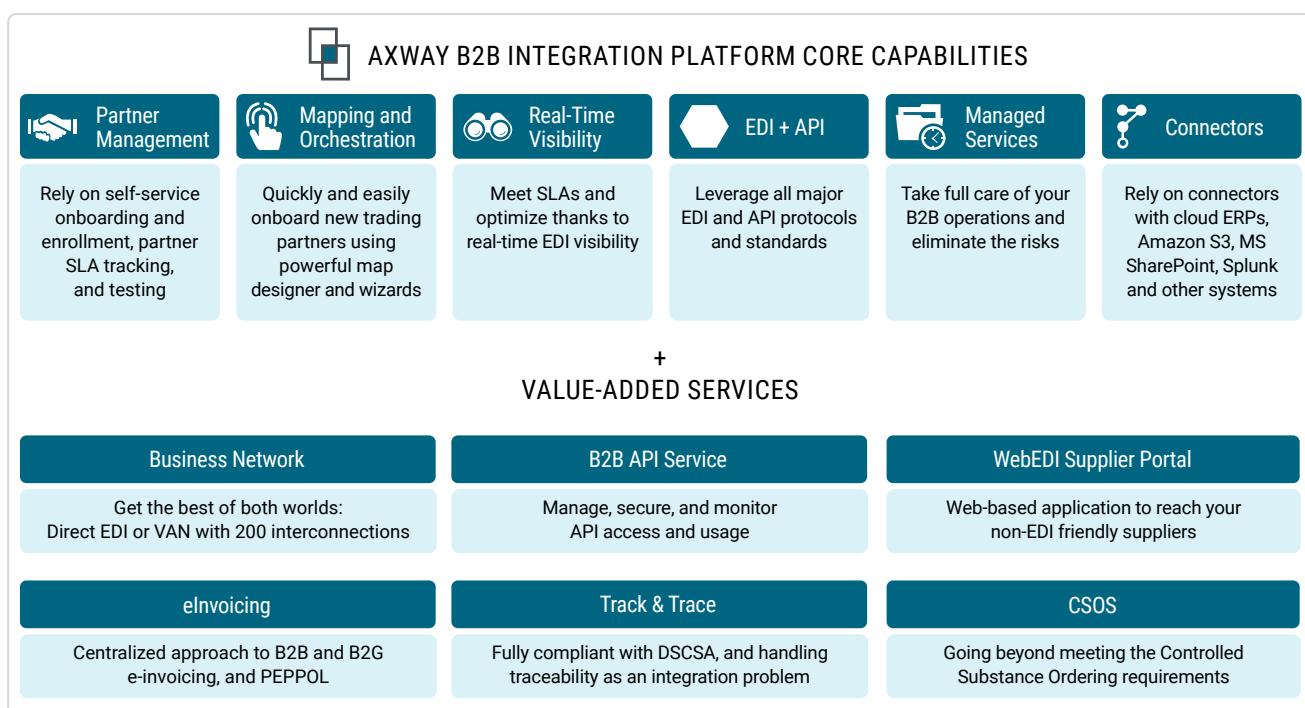
## Axway makes the difference for efficient operations

Axway B2B integration solutions support major EDI and API standards with higher levels of software resilience, security, operational efficiency, cloud scalability, and performance.

- **Integration excellence.** Axway supports all integration patterns – EDI, APIs, file transfers, VAN, protocols, and certifications - enabling you to connect and manage consistently any system, partner, or application effortlessly, whether simple or complex.
- **Scalable and resilient.** With enterprise-grade features like multi-cluster architecture and containerization, Axway ensures high availability, scalability, and optimized workflows, empowering you to handle high transaction volumes and global operations without disruption.
- **Flexible deployment.** Whether you choose cloud, on-premises, or hybrid, Axway adapts to your business needs, offering consistent, reversible technology that gives you full control or allows us to manage it for you.
- **Limitless automation.** Axway's complete set of APIs enables new use cases in automation and connectivity with the modern ecosystem – all while driving efficiency across your operations.

## Everything you need to succeed

Axway B2B Integration Platform capabilities and value-added services ensure security, visibility, zero-downtime maintenance, operational efficiency, and the ability to handle any integration complexity.



53% of companies have implemented a new primary B2B integration solution in the past two years<sup>1</sup>



<sup>1</sup> IDC, [Business to Business Integration is Changing. Are Companies Ready?](#)

## The cure for operational efficiency pain points in B2B integration

Operational efficiency is one of the key drivers for companies modernizing their B2B integration solution. Let's go through the particular pain points the companies face and the next level of efficiency they aim for.

PAIN POINT	REMEDY
<b>The system can't keep up.</b> Growing volumes and new business needs cause slowdowns and missed opportunities.	<b>Scale seamlessly.</b> Support growing transaction volumes, business expansion, and larger datasets.
<b>Wasted resources.</b> Time and money lost due to inefficient resource allocation.	<b>Optimize performance and cost.</b> Gain dynamic, demand-driven resource allocation.
<b>Failure to deliver.</b> Lack of availability disrupts business continuity and customer trust.	<b>Deliver high availability.</b> Ensure continuous access and reliability for critical operations.
<b>Peak periods cause delays.</b> Slow throughput causes customer dissatisfaction and operational chaos.	<b>Maximize operational efficiency.</b> Eliminate bottlenecks and enable peak throughput.
<b>Maintenance or outage disruptions.</b> Downtime leads to lost revenue and partner trust.	<b>Avoid business operation interruptions.</b> Ensure consistent uptime and seamless maintenance.
<b>Managing multiple environments.</b> Increases inefficiencies and costs.	<b>Lower costs.</b> Streamline multi-environment management and reduce inefficiencies.
<b>Critical business processes exposed.</b> Increases vulnerability to cyber threats and noncompliance.	<b>Protect critical processes.</b> Isolate processes with containers to enhance security and reduce risk.
<b>Legacy systems don't integrate.</b> Impedes integration with new partners and apps.	<b>Enable secure, agile integration.</b> Seamlessly integrate legacy systems, cloud applications, and end-to-end platforms.
<b>Struggle to maintain compliance.</b> Lags behind evolving regulations.	<b>Achieve full compliance.</b> Stay compliant with industry standards and market mandates.
<b>Missing control and business opportunities.</b> Lack of real-time insights into transactions and processes.	<b>Drive informed decisions.</b> Gain real-time visibility into transactions and partner interactions.

## Enterprise-grade value

Axway B2Bi Enterprise Edition is an integrated, enterprise-grade package that adds enterprise-level software options to the core capabilities of Axway B2B Integration Platform. Benefits include:

- Deploy containerized B2Bi in Kubernetes-friendly environments to speed, streamline, and secure the way you deploy and manage software
- Get greater B2Bi value with options such as active/active clustering and multi-clustering for near-zero maintenance downtime, reliable operations, and business continuity

Investments in visibility, predictability, and continuity-focused tech is the **#1** action for companies to build supply chain resiliency<sup>1</sup>

<sup>1</sup> [Accenture, Fast-track to future-ready supply chain operations](#)

## Companies winning with Axway B2Bi

Enterprise customers rely on Axway products and services to manage the complexity of modern B2B ecosystems.

### **cencora**      Centralizing, ultra-reliable EDI services

Cencora is a leading global pharmaceutical solutions organization that connects manufacturers, providers, pharmacies, and patients to help them seamlessly navigate the healthcare system. To support its growing business with always-on EDI services, Cencora deployed a modern B2B integration platform to move mission-critical B2B integration flows to a single point of control. Centralization of EDI services delivers 24/7 availability and saves thousands of hours of IT time per year.

**90%** of EDI services centralized

**\$140 billion+** per year processed via EDI troubleshooting

**80,000** EDI messages per day with **24/7** availability

[Read the Case Study →](#)

### **DB SCHENKER**      Always-on EDI keeps global logistics running smoothly

DB Schenker is one of the world's leading global logistics providers. To streamline B2B integration management and maintenance and further enhance EDI availability, the company moved to a load-balanced architecture that increases redundancy and minimizes the business risk of service interruptions.

**1 billion+** EDI messages processed in the cloud

**20%** reduction in maintenance time and costs

**40-hour** maintenance downtime per year reduced to zero

[Read the Case Study →](#)



*Thanks to automation, we're saving thousands of hours a year that now can be spent on value-added services for our trading partners.*

Scott Marshall, Senior Director IT, Project Lead, EDI Technology at Cencora



*With B2B Integration running in a multi-cluster environment in the cloud, we are avoiding approximately 40 hours of maintenance downtime per year, which helps us deliver round-the-clock services for global customers.*

Michael Scherner, Head of Integration & Platform Competence Center at DB Schenker

Looking for dramatic improvements in B2B integration efficiency?

[Contact Us →](#)