



Case Study >> Aerospace Manufacturer

Aerospace Manufacturer's Savings Take Flight with B2B Integration

A major commercial and military aerospace manufacturer has been a global market leader for more than 40 years. With tens of billions in revenue, the company dominates through technical excellence and innovation. Discovering new ways to cut costs and improve efficiencies is one way this global leader maintains its high standing. The company determined that standardized integration with their global trading partners would save them millions of dollars. The company deployed an online trading hub, a strategic company-wide initiative to automate a wide range of financial and supply chain business procedures, to reduce IT infrastructure costs.

The Challenge: In-House Middleware or Full Service Outsourcing

With its size and technical acumen, the aerospace company first looked to build support for their e-business integration "in-house." But an 18-month investment in massive up-front hardware, software and dedicated IT teams resulted in integration with only two systems and a handful of trading partners. A labor-intensive and expensive picture was developing. Largely grown through acquisitions, the company had both home-grown IT systems as well as those belonging to its acquired companies. Add in the problems of connecting the company's worldwide trading partners, including integrating all the unique trading relationships, 20 different procurement systems, and 40 unique supply chains, as well as handling 8 billion transactions a year. Further, the company needed to enable its legacy EDI systems to communicate via modern protocols. Realizing the enormous complexity and costs of external integration, the company re-evaluated its internal solution and looked to outsourcing for a more efficient, cost-effective solution.

The Solution: Streamline Information Exchange Through a Single Connection

Hubspan's B2B Cloud Integration Platform delivered as a managed service fit the bill perfectly for the seamless information exchange the manufacturer sought. A single connection to the Hubspan platform links all the company's trading partners, whatever their technological sophistication, IT systems or data models. The future opportunity to deploy faster, real-time connections using the Hubspan cloud also played a significant role in their decision. As a result, the company's many business systems can exchange information with global trading partners in a consistent, secure, scalable and reliable fashion. "Hubspan plays a critical role in supporting our company's e-Business strategy by providing the underlying technology for this massive company-wide integration effort," explained the online trading hub's director. "Hubspan delivers an economically viable, secure, scalable and reliable way for our company to exchange business information with 100% of its business partners and will provide the path for all future integration initiatives."

COMPANY: Aerospace Manufacturer

INDUSTRY: Aerospace

CHALLENGE:

- Needed to automate and integrate supply chain processes with internal business divisions and thousands of external suppliers
- Needed to leverage existing applications and enable legacy EDI systems to communicate via modern protocols
- "In-house" solution too expensive and IT/labor intensive
- Billions of global transactions to manage and integrate

SOLUTION:

- Outsourced B2B integration to Hubspan B2B Cloud Platform with managed services
- Single connection to Hubspan cloud linking trading partners regardless of IT systems or data models
- Consistent, scalable and reliable information exchange
- Ability to integrate over 25 independent internal business systems in over 50 worldwide sites and 8,000 trading partners

RESULTS AND BENEFITS:

- Millions of dollars saved through drastically lower infrastructure hardware, software and resource costs
- Predictable pricing, single point connectivity and leveraging legacy technology
- Enabled company to focus on its core business of aviation and aerospace by outsourcing integration
- Time-sensitive financial transactions managed with 100% reliability

Hubspan Case Study >> Aerospace Manufacturer

The Results: Significant Savings in Time, Technology and TCO

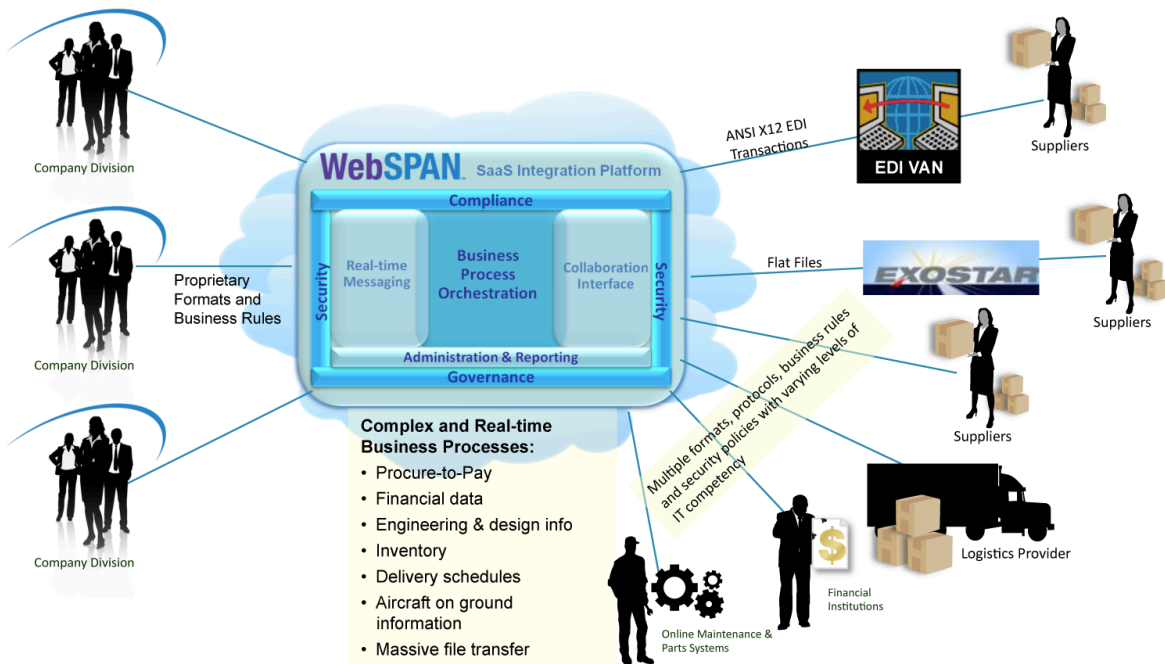
With Hubspan, the company's trading hub time to market was less than four months from launch. The initial deployment enabled the company to achieve real-time integration with a broad range of suppliers and exchange transactions with diverse trading partners around the world. Hubspan's service-based approach to business integration helped the company save millions of dollars through drastically lower infrastructure hardware, software and resource costs. Hubspan also lowered costs through more efficient financial and supply chain processes. Finally, outsourcing external integration to Hubspan offered the company a compelling total cost of ownership as a result of predictable pricing, single point connectivity, and leveraging legacy technology. Hubspan provides the company with a solution it can trust with professional, integration and infrastructure services that serve the company's many businesses and operations.

With Hubspan, the manufacturer was able to:

- Integrate over 25 independent internal business systems in over 50 worldwide sites
- Automate more than 40 distinct supply chain and financial processes
- Support millions of transactions annually with more than 8,000 trading partners
- Manage time-sensitive financial transactions with 100% reliability

"Hubspan fundamentally transforms and optimizes the way we exchange information with our global community. It maximizes our efficiency, productivity and collaboration, generates cost savings, and enables us to focus on what we do best – aerospace and defense"

—Director,
Trading Hub



About Hubspan, Inc.

Hubspan is the leading provider of business integration solutions, helping companies automate business processes and provide strong collaboration among internal and external communities. Hubspan's cloud-based integration platform is cost-effective, scalable and reliable. With its any-to-any connections, Hubspan ensures seamless interoperability across systems, applications, and standards. Thousands of companies worldwide, from small and medium enterprises to Fortune 500 companies, successfully use the Hubspan platform every day to achieve stronger business collaboration. For more information, go to www.hubspan.com.



Corporate Headquarters
505 Fifth Avenue South, Suite 350
Seattle, WA 98104

866-HUBSPAN (482-7726)
www.hubspan.com | info@hubspan.com