



Case Study >> High Tech Component Manufacturer

Global High-Tech Manufacturer Connects to the Cloud for Secure File Transfer

For one of the world's largest manufacturer of high-technology components, compressed product lifecycles and growing worldwide demand had placed intense pressures on its B2B integration processes. In its inter-dependent global business ecosystem, secure and reliable file and document transfer with suppliers, partners, business units and customers was essential. While the company had a business integration infrastructure in place for sharing information, the complexity of business interactions and the number of parties involved had outpaced the ability of the legacy infrastructure to support. The company turned to Hubspan's B2B cloud integration platform for secure, massive file transfer.

The Challenge: Legacy file transfer infrastructure required multiple hard-wired connections

To operate effectively, the company needed to share sales forecasts, design documents, engineering data, and HR information across 14 business units, 300 suppliers and thousands of customers around the world. The company had extensively customized its existing integration system built on Web Methods and Biz Talk, which required client software to be installed at each business unit, customer, partner and supplier – causing disruptions and inconvenience to their operations. It was a costly solution for all parties involved. The company needed a solution that would:

- Simplify and expedite on-ramping of business units and partners
- Work across a diverse set of connections and multiple geographies
- Secure sensitive data more effectively
- Eliminate the cost and support burden of multiple integrations
- Accommodate disparate software and data model requirements
- Provide more connection options

But to achieve these goals with conventional “inside-the-firewall” integration methods mandated a complex “ground up” development project to build a infrastructure for securely moving files and information between companies.

The Solution: Secure, standardized cross-enterprise file transfer through a single Hubspan connection

Hubspan's on-demand solution fit the bill perfectly. A single connection to the Hubspan File Transfer Cloud securely links the company to over 300 trading entities – regardless of technological sophistication, IT systems or security models. By using Hubspan, this high-tech manufacturer replaced multiple integrations with a single SOAP interface, while leveraging its entire EAI platform. Hubspan's patented Key Brokering technology swiftly resolves incompatibilities between security protocols and models, such as different certificates or encryption algorithms. Hubspan also brokers different security models and a variety of file transfer protocols, allowing the manufacturer a standard way to integrate that is independent of business units, customers and suppliers.

COMPANY: High Tech Component Manufacturer

INDUSTRY: High Tech

CHALLENGE:

- Legacy integration system not keeping pace with growing requirements for information exchange internally and externally
- Needed to maintain high security and ensure reliable, scalable delivery
- Complexity around disparate software systems, formats and security models
- Needed to simplify and expedite on-ramping of business units, customers and partners with diverse connections

SOLUTION:

- Hubspan cloud-based Secure File Transfer with managed services
- Secure file transfer between dozens of business units and hundreds of external partners
- One connection to the Hubspan B2B cloud via a single SOAP interface, while leveraging existing EAI platform
- Patented key brokering technology for advanced security mediation

RESULTS AND BENEFITS:

- Integration in weeks, with initial on-ramping of 14 business units and 50 trading partners in three months.
- Supports hundreds of connections and millions of transactions
- Enhanced competitive edge by enabling new levels of execution speed with customers and partners
- New levels of security without losing flexibility

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With Hubspan's B2B cloud platform, this high tech manufacturer can enable new real-time interactions with business units, customers and suppliers, accelerating turn-around time on documents and interactions.

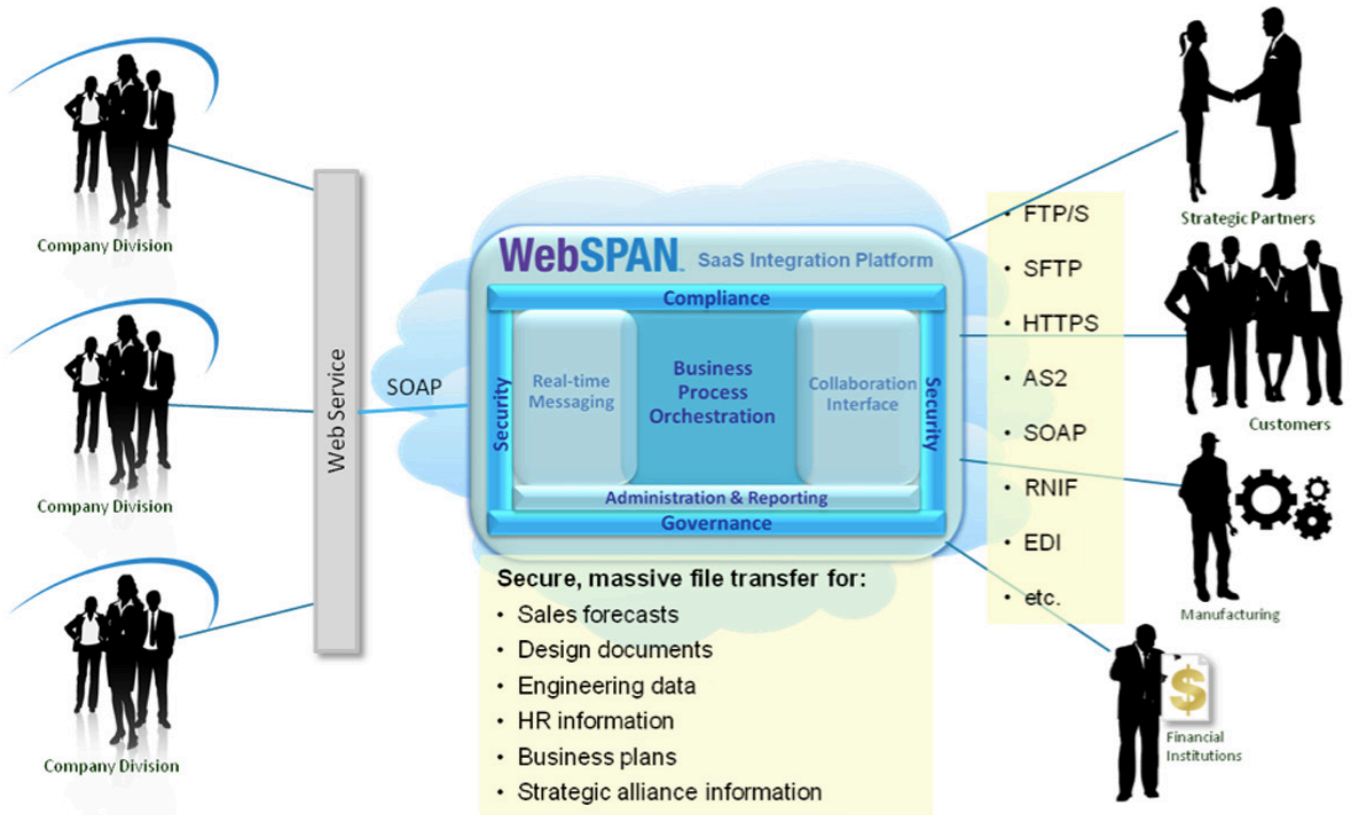
The Results: Quick Implementation, Millions in Savings and Trustworthy Solutions

Hubspan enabled the company to get a standardized integration service up and running in 3 months, adding 14 business units and 50 trading companies in a matter of weeks. Today, the integration service supports over 300 trading partners and securely moves over 125,000 files a month.

Hubspan enhanced the company's competitive edge by enabling new levels of execution speed with customers

and partners, while eliminating the burden of building and managing costly one-off business integrations. With Hubspan, this manufacturer can provision partners, secure connections and monitor operations – all from a single managed service. Hubspan's secure, reliable multi-tenant architecture also allows the manufacturer to benefit from new SOA integration technologies with a common Web services integration model and without forcing changes on business partners.

Labor-intensive, costly hard-wired connections are a thing of the past, as business units, customers and suppliers are connected easily. With Hubspan, this leading electronics company can realize new levels of security without losing the flexibility to manage a diverse transaction flow across hundreds of different suppliers, business units and customers.



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.



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