SEEBURGER
Business Integration

OFTP2 & Beyond:
Meeting the
Compliance Challenge

Achieving Full Data Transparency to Pave the Way for Smooth OEM Relationships

Every few years, automotive manufacturers issue new technology and/or process mandates that send tremors through the supply chain. From the earliest days of automotive EDI to QS-9000 certification, just-in-time/just-in-sequence component delivery, barcode labels and more, automotive suppliers have had to comply with OEMs' latest requirements or be prepared to exit the business.

History is repeating itself as automotive manufacturers begin the migration to the Odette File Transfer Protocol 2 (OFTP2) communication protocol for more secure exchange of purchase orders and other transaction messages. At least five leading OEMs have declared their commitment to the new standard, once again sending suppliers scrambling to adjust to new procedures.

Yet the need to fulfill the latest OEM mandate – whether it's OFTP2 today or something else tomorrow – is only a small part of the overall compliance challenge. Data transparency is required at every step in the manufacturer/supplier relationship, along with continuous monitoring of the data stream, rapid exception handling, a full audit trail of transaction messages, and smooth onboarding of new trading partners.

For component and assembly vendors, the biggest obstacles to achieving these goals are:

- Lack of process monitoring

- Poor message traceability

- High partner onboarding costs

Selecting the right B2B vendor makes it possible to overcome these hurdles with a single integrated platform that offers full control over every byte of data exchanged anywhere in the supply chain. Three critical capabilities are required to achieve true compliance.

1 Automated Problem Notification

Given the consequences of failing to respond to an incoming order in the OEM's required time frame, automotive suppliers need to be informed immediately if an expected message is not received or if it contains a master data error from the OEM's ERP system. Yet older EDI translators and B2B gateways still in use by many suppliers lack process monitoring and alert capabilities that can detect these issues, leaving suppliers in the dark. This deficiency can affect offenders' OEM ratings and expose them to financial penalties.

Today's advanced B2B platforms like the SEEBURGER Business Integration Suite (BIS) solve the problem by offering standard, no-upcharge, event-based message monitoring and alerts that:

- Enable B2B/EDI managers to establish business rules matching OEM procedures and mandates (e.g. all orders from GM must arrive every morning between 6 am and 8 am, all orders must ship in increments of five, all ASNs must be sent within 30 minutes).
- Proactively notify managers when messages are late or non-compliant.
- Allow timely problem remediation to avoid damaging OEM relationships.

2 Point-and-Click Message Tracking

Most B2B/EDI systems make it difficult if not impossible to quickly locate a specific transaction message or all messages related to a specific transaction. If a customer calls about a PO or shipment, or if an employee needs to pinpoint the root error behind a message failure, it can take hours of digging to find the answers. B2B/EDI staff cannot see relevant ERP data, and vice versa. The research task is too technical for business users, so IT personnel must do the job. Failure to quickly zero in on error sources like broken communication links, OEM part number changes or new unloading points can lead to missed deadlines, fines or worse.

The first and only solution to fully address these issues is SEEBURGER Message Tracking.
With this tool integrated into their back-office systems, automotive suppliers can:
- Search for documents by any field including specific message (e.g. purchase order #1234) as well as by groups of messages (e.g. all 856 shipment notices that went to a specific trading partner or left the company between 8 am and 10 am).
- Display all interrelated documents such as POs, ERP posting status, ASNs, invoices and payments on one customizable screen.
- Eliminate IT staff intervention as well as unnecessary phone calls between B2B and ERP personnel, instead providing plain-English B2B and ERP message descriptions that can be easily interpreted by non-technical business users.

3 Low-Cost Partner Onboarding

Connecting new trading partners is typically both time-consuming and expensive. With most B2B/EDI platforms, every new OEM or Tier 2 or 3 supplier requires its own set of mappings to translate EDI messages into ERP format and vice versa. That alone can take one to two days of programming. Testing the maps, setting up and testing communication links, and waiting in line behind other IT projects adds another week or more. And that's only for one trading partner.

To speed the process and thereby reduce costs, SEEBURGER utilizes standard, pre-tested mappings that can be converted into the partner's required data format without the time and expense of programming, testing and associated activities.

That means automotive suppliers can:
- Activate each new trading partner in hours instead of weeks by installing pre-built SEEBURGER mappings for needed messages such as POs and ASNs, with no need to touch the ERP interface.
- Connect 100 suppliers in two weeks instead of six, dramatically lowering the cost as well as accelerating the process of migrating to a new B2B/EDI platform.
- Easily link trading partners of any size, using SEEBURGER Hub & Spoke, Web portal or managed services connectivity options.

Compliance Without Pain

By teaming with the right B2B technology partner, automotive suppliers can be sure they have the tools to achieve full compliance with OEM mandates – including keeping pace with changing industry standards like OFTP2 as well as providing full visibility into the B2B/EDI data stream for proactive monitoring and tracing of transaction messages. Choosing SEEBURGER aligns you with the authority in business-to-business integration for the automotive industry.

Call SEEBURGER today at +49 (0) 7252/96-1459 for a consultation.

SEEBURGER: THE AUTOMOTIVE EXPERTS

- 25 years in the B2B integration business

- Serving automotive customers since 1986

- The market's most mature and comprehensive automotive-specific solutions

- Full data transparency including proactive alerts and message tracking

- Used by major OEMs and suppliers

- Three deployment options:
  1) Installed with a software license
  2) Hosted at SEEBURGER's data center under the SaaS model
  3) As a managed service including monitoring by SEEBURGER

- Serving all your data compliance needs

25 YEARS — Integrating Best-Run Businesses

MEETING OFTP2 MANDATES FASTER

In February 2010, SEEBURGER became one of the first business-to-business integration providers to offer ODETTE-certified OFTP2 solutions for automotive suppliers who must meet OEM mandates to migrate to the OFTP2 for supply chain communications. SEEBURGER offers a choice of:

- **On-premise deployment** in conjunction with the SEEBURGER Business Integration Server (BIS) platform or any third-party EDI system, eliminating the need to replace the legacy EDI platform.

- **Hosted deployment** under the managed services model for suppliers that do not want to invest in a separate system for OFTP2 communication, again enabling use with SEEBURGER as well as third-party EDI platforms.

- **Direct-to-ERP deployment** for smaller suppliers, utilizing SEEBURGER's BIS:Express product for non-OFTP2 message exchange and a choice of data transfer methods for OFTP2 communications.

Suppliers who use the SEEBURGER BIS 6 platform can migrate to OFTP2 simply by clicking the appropriate protocol setting, providing a rapid transition without IT overhead.

ASIA PACIFIC
China
SEEBURGER Asia Pacific Ltd.
Level 3, Three Pacific Place
1 Queen's Road East
Hong Kong
Phone +852 2584 6220
Fax +852 2588 3499
infoasiapac@seeburger.com

CHINA HQ
SEEBURGER China Inc.
Suite 2005-06, 20/F
SINO Life Tower
707 ZhangYang Road, Pudong
200120 Shanghai
P.R. China
Phone +86-21-50471825
Fax +86-21-50471831
infochina@seeburger.com
www.seeburger.cn

SEEBURGER China Inc.
CBD International Mansion
C529, 5/F
No.16 Yongan Dongli
Chaoyang, Beijing, 100022
Phone +86 (0) 10 6563 7565
Fax +86 (0) 10 6563 7562
infoasiapac@seeburger.com

Japan
SEEBURGER KK
Nishi-Gotanda Sign Tower 5th Floor
1-33-10 Nishi-Gotanda
Shinagawa-ku, Tokyo 141-0031
Phone +81-(0)3-6303-9120
Fax +81-(0)3-6303-9124
japan@seeburger.com

Malaysia
Malaysia Representative Office
Level 28, The Gardens South Tower
Mid Valley City, Lingkaran Syed Putra
59200 Kuala Lumpur
Malaysia
Phone +(603) 2298-7161
Fax +(603) 2298-7333
infoasiapac@seeburger.com

EUROPE
Austria
SEEBURGER Informatik GmbH
Vienna Twin Tower
Wienerbergstraße 11/12A
A-1100 Wien
Phone +43 (0) 1/99 460-6189
Fax +43 (0) 1/99 460-5000
info@seeburger.at
www.seeburger.at

Belgium & Netherlands
SEEBURGER Benelux B.V.
Het Poortgebouw - Beechavenue 54-60
Schiphol-Rijk
NL-1119 PW, the Netherlands
Phone +31 (0)20 658 6137
Fax +31 (0)20 658 6111
infoNL@seeburger.com
www.seeburger.nl

SEEBURGER Benelux B.V.
Regus Brussels Airport
Pegasuslaan 5
B-1831 Diegem
Belgium
Phone +32.2.709.29.28
Fax +32.2.709.22.22
infobe@seeburger.com
www.seeburger.be

Bulgaria
SEEBURGER Informatik EOOD
Grigorij Gorbatenko Strasse 6
k-s Mlados I
BG-1784 Sofia
Phone +359 29745-100
info@seeburger.com
www.bg.seeburger.com

Czech Republic
Phone +420 733 723602
info_cz@seeburger.com
www.cz.seeburger.com

Eastern Europe &
South Eastern Europe
(except Hungary, Czech Republic,
Bulgaria & Turkey)
Phone +49 (0) 7252/96-1172
se-europe@seeburger.com
www.seeburger.com

France
SEEBURGER France S.A.R.L.
87, rue du Gouverneur Général Eboué
F-92130 Issy Les Moulineaux (Paris)
Phone +33 (0) 1 41 90 67 50
Fax +33 (0) 1 41 90 67 59
info@seeburger.fr
www.seeburger.fr

Germany
SEEBURGER AG (Headquarters)
Edisonstraße 1
D-75015 Bretten (near Karlsruhe)
Phone +49 (0) 72 52/96-0
Fax +49 (0) 72 52/96-2222
info@seeburger.de
www.seeburger.de
www.seeburger.eu

Hamburg
Spaldingstr. 77a
D-20097 Hamburg
Phone +49 (0) 40/2388240
Fax +49 (0) 40/23882424
info@seeburger.de

Köthen
Konrad-Adenauer-Allee 13
D-06366 Köthen
Phone +49 (0) 34 96/50 81-0
Fax +49 (0) 3496/50 81-27
info@seeburger.de

Trier
SEEBURGER Trier GmbH
Max-Planck-Straße 18+20
54296 Trier
Phone +49 (0) 651 99379-0
Fax +49 (0) 651 99379-29
info@seeburger.de

Great Britain/Ireland
SEEBURGER UK Ltd.
Abbey House
450 Bath Road
Longford
West Drayton
Middlesex
UB7 0EB
Phone +44 (0) 208 564 3900
Fax +44 (0) 208 897 8295
info@seeburger.co.uk
www.seeburger.co.uk

Italy
SEEBURGER Informatica SRL Unipersonale
Via Frua, 14
I-20146 Milano
Phone +39 02 45 48 53 68
Fax +39 02 43 51 01 10
info@it.seeburger.com
www.seeburger.it

Spain/Portugal
SEEBURGER Informática S.L.
Calle Marqués del Duero 8
Esc. 1, Bajo Derecha
E-28001 Madrid
Phone +34 91 433 69 89
Fax +34 91 434 12 28
info@es.seeburger.com
www.seeburger.es

Sweden/Scandinavia
SEEBURGER Svenska AB
Vendevägen 90 (7th floor)
SE-182 32 Danderyd
Phone +46 (0) 8 544 99 140
Fax +46 (0) 8 544 99 149
info@seeburger.se
www.seeburger.se

SEEBURGER Svenska AB
Olskroksgatan 30
SE-416 66 Göteborg
Phone +46 (0) 31 339 15 25
Fax +46 (0) 31 339 15 26
info@seeburger.se

Switzerland
SEEBURGER Informatik AG
Samstagernstrasse 57
CH-8832 Wollerau
Phone +41 (0) 44 787 01 90
Fax +41 (0) 44 787 01 91
info@seeburger.ch
www.seeburger.ch

Turkey
Mebitech
Şenlikköy Mah Florya Cad.
No:65 Florya Bakırköy /
İSTANBUL
Phone 0212 604 13 10 - 444 48 65
Fax 0212 604 13 32
info@seeburger.com.tr
www.seeburger.com.tr

MIDDLE EAST & AFRICA
Middle East & Africa
Phone +49 (0) 72 52/96-1172
mea@seeburger.com
www.seeburger.com

NORTH AMERICA
USA
SEEBURGER, Inc.
1230 Peachtree Street NE
Suite 1020
Atlanta, GA 30309, USA
Phone +1 678-638-4894
Fax +1 770 604 3885
info@seeburger.com
www.seeburger.com

www.seeburger.com/global-offices/