

SOLUTION OVERVIEW

Managed Services for Complex Integration

Day-to-day management of your integration environment to connect people, systems and things, optimize productivity and enable better focus on growing your business



Single solution
to connect any
end points



**Achieve end-
to-end visibility**
into business
processes



Speed up
integration delivery



**Decrease the
cost of integration**
by 20-40%

As companies continue to strive towards digitizing and automating their business processes, proliferation of cloud applications and the vast diversity of trading partner applications are making today's integration requirements increasingly complex. As a result, organizations often struggle to successfully implement complex integration workflows and onboard trading partners with varying demands and capabilities. This leads to high integration costs, lack of visibility across the end-to-end business ecosystem, and limited intelligence and insights for identifying underperforming areas and new opportunities.

By its very nature, integration tends to be costly, complex and requires continuous investments in specialized technology and skilled professionals to monitor, manage and maintain often several disparate integration environments. These environments typically need to connect both cloud and on-premises technologies across the extended ecosystem of internal and external systems—from business applications like the ERP and CRM systems to a diverse set of trading partner applications.

OpenText Managed Services can help companies shield their business from this complexity, allowing them to focus on more productive activities relating to their core business. Managed Services delivers a repeatable, proven people-process-technology solution to extend the capabilities of internal business functions and optimize integration solution performance for business growth. Managed Services leverages OpenText™ Trading Grid™, a powerful cloud integration platform to support any integration workflows while providing visibility and intelligence across the connected business processes.

Connect once—Reach anything

OpenText packages all required integration capabilities into single solution that augments the customer's operations team for day-to-day systems management, enterprise integration, partner onboarding and integration monitoring. This enables organizations to leverage the four key differentiators that OpenText provides for managing the growing complexity of today's enterprise integration landscape:

- **Single unified platform**—Supports complex integration needs and business demands with a single solution to improve visibility, governance and efficiency
- **Power of the network**—Leverages pre-built cloud community to extend reach to any partner and any region to accelerate time to value
- **Technology-enabled managed service**—Reduces the cost of integration by leveraging OpenText expertise on-demand while empowering users with self-service technology
- **Enabling the API economy**—Manages growing integration complexity and demands for speed, while embracing old and new forms of integration

Single unified platform

Connect any integration end points

Built on the unified Trading Grid cloud platform that supports a vast variety of integration patterns, data formats, communication protocols and data standards, Managed Services is able to connect any integration end points no matter where they reside. This includes any applications or data hosted in any SaaS, PaaS, IaaS or on-premises environments, whether managed internally or by trading partners or third-party data providers.

Increase process automation and improve data quality

Not only can Managed Services connect any integration endpoints on Trading Grid, the platform also allows organizations to configure business rules and data validations to improve data quality, increase the level of process automation and reduce the amount of errors and process exceptions. With automated processing of data only the exceptions need to be managed, enabling businesses to focus on high priority needs instead of spending time on routine tasks. This improves the speed and quality of internal business processes and facilitates better collaboration with trading partners.

Manage risk with predictive analytics

With Trading Grid Analytics, Managed Services includes powerful analytics features for insights into both operational and business metrics, such as supplier performance. Trading Grid Analytics also provides business users with historic trends, current performance and predictive metrics to identify risk, such as a supplier's likelihood to ship on time, all without engaging IT to create reports. Data blending capabilities allow data to be pulled from other applications, such as transport management systems and B2B networks, then ingested into Trading Grid Analytics for a more holistic view of business operations.

Leverage the power of artificial intelligence

In addition to providing extensive operational visibility and business metrics, OpenText Managed Services can augment business decision making with a powerful open source-based artificial intelligence and machine learning platform, OpenText™ Magellan™, to realize the value of data flowing across their business applications and

"With Managed Services, we will increase global visibility across our base of B2B transactions with considerably improved monitoring capabilities. The global footprint of OpenText is very important to us, as we need to ultimately be able to connect to a customer anywhere in the world."

Arcelor Mittal

support better decision-making and task automation. Magellan goes beyond normal reporting by predicting what will happen across the business process, identifying risk and recognizing opportunities to help drive business growth.

Ensure integration reliability, security

Trading Grid cloud platform is backed by more than \$80 million investment each year to ensure it is reliable, secure, highly-available and complies with regional requirements such as European data sovereignty and the GDPR. It provides several encryption options, including SSL, S/MIME, HTTPS, IPsec, GPG (open source PGP), SFTP, FTP/s and RNIF, as well as user authentication, non-repudiation, physical security, data encryption while at rest in the data center and ongoing security audits. OpenText receives quarterly certification of compliance with AICPA's Statement on Standards for Attestation Engagements (SSAE) No. 16 Type II. OpenText is also a SWIFT Service Bureau and can provide a PCI-certified environment for customers that need this certification. OpenText also complies with ISO 27001 for cloud-based information security management, which covers all aspects of information security management, from infrastructure through to how personnel handle information moving through the platform.

Power of the network

World's largest trading community

OpenText Trading Grid is the cloud platform behind the world's largest B2B trading community. OpenText enables companies to leverage a pre-built network of over 1.2 million trading partners. Trading Grid connects to companies in the automotive, high-tech, retail, CPG, manufacturing, pharmaceutical and energy sectors (to name but a few) and any new company connecting to the network is able to leverage years of integration experience of working across these industry sectors.

Utilize a common Global Partner Directory

OpenText Trading Grid features a centralized Global Partner Directory. Search and self-service connect to partners already connected to Trading Grid that align with a company's procurement strategy. This allows companies to accelerate new trading partner selection and onboarding. The directory allows users to search for new trading partners by way of numerous filters, for example by industry, product specialization or even ethical attributes such as whether a new trading partner has a conflict free or sustainable sourcing policy.

Leverage the network impact for speed and agility

To obtain speed and agility in today's competitive market, organizations need to connect to new systems and trading partners as quickly as possible. With OpenText Managed Services, customers are able to speed up integration delivery and improve cost efficiency by leveraging the global trading partner network and constantly growing application connector library of the Trading Grid cloud platform.

Extensive application connector library

Trading Grid provides an extensive and constantly growing library of application connectors and accelerators that offer ready-made templates for connecting various cloud application and platform APIs, which speed up integration development and improve efficiency. OpenText also actively maintains, updates and adds connectors to the library as API versions change or new applications enter the marketplace.

"Managed Services is a great fit because we can stay focused on core business and also meet our goals for digital transformation. We have also increased our efficiency and helped drive down costs."

Solenis

Technology-enabled managed service

Leverage specialist integration skills on-demand

Whereas some of the easier integration tasks can be managed by general IT experts or even business users, efficiently handling complex integration use cases requires a variety of specialist skills from understanding data structures and designing solution architectures to configuring data transformations and test cases. Managed Services provide the right people for each specialized job on-demand, as well as the processes and best practices required for optimal collaboration between each role.

Empower users with self-service

OpenText Managed Services are complemented with extensive self-service capabilities. These are offered through a number of Trading Grid applications where customer users can view and interact with their data and perform business tasks, such as viewing real time integration workflow status and analytics dashboards, manage product information, orders and invoices, complete trading partner setup, and enable partners to manage their contact information.

Simplify support requests

OpenText Community Projects provides a central dashboard with one click access to task lists, recent requests and frequently used functions. The portal features integrated process management capabilities which help to automate support workflows for end to end and task level management. The portal is designed to streamline support requests and manage through their end to end lifecycle.

Collaborate peer-to-peer

Trading Grid allows companies to move beyond traditional hub-and-spoke-based information sharing. In addition to robust system-to-system integration capabilities, Trading Grid includes a secure, cloud-based file sharing application which enables peer-to-peer/spoke-to-spoke collaboration among business users. This complements standardized business processes with flexibility for serving ad-hoc user requirements, and also ensures that even the smallest trading partners can exchange electronic business documents, thus helping the organization to achieve 100% digitized business processes.

Expand process collaboration to new users, use-cases

The collaboration features of Trading Grid are further extended with OpenText's Identity & Access Management (IAM) platform. Customers can assign individual users a digital identity and unique information access rights to back-end systems, enabling new collaboration opportunities that extend beyond information exchange to direct information access. IAM helps companies secure and streamline information sharing with external stakeholders.

Enabling the API economy

Create business value with APIs

APIs enable exposing data and services in a controlled way so that authorized internal and external users can access these and create business value in innovative ways. Whether it's integrating data from an external API, creating APIs on top of legacy systems to enable real-time access or complementing B2B collaboration with partner APIs, OpenText Trading Grid enables you to benefit from and contribute to the API economy.

"The integration support costs have been cut by 24 percent since moving to OpenText. We used to have a huge B2B team, but we were able to reduce the number of resources that were focused on B2B. Most of our B2B support is now handled by OpenText, which was a huge cost savings for us."

Matson

Build managed APIs to enable modern integration use cases

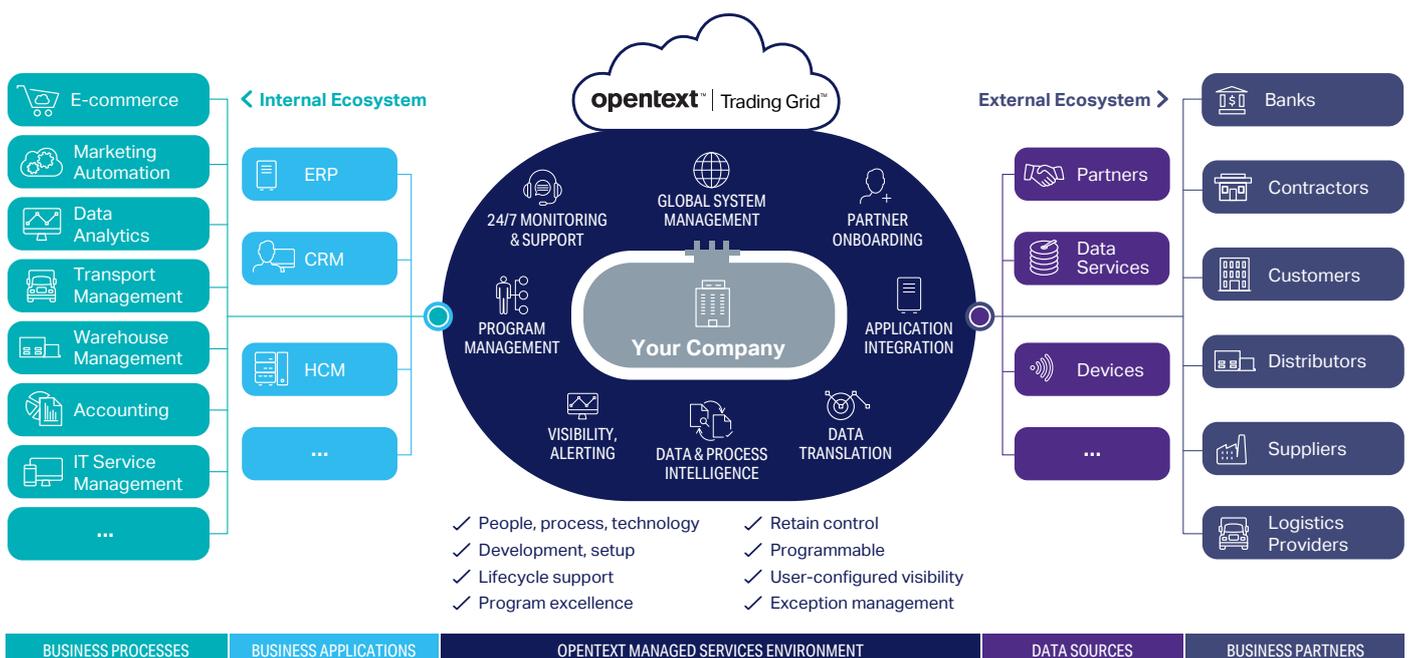
Trading Grid provides API management capabilities to enable better control over API usage and enable legacy system connectivity using modern integration patterns. OpenText Managed Services develops, monitors and maintains these APIs on top of Trading Grid to enable the desired functionality, offering full API lifecycle management.

Access data and services via Trading Grid APIs

In addition to enabling API management capabilities for enabling and improving developer access to the various enterprise applications and systems, Trading Grid also provides an API library and developer portal that exposes the data and services hosted on Trading Grid to be accessed via the various Trading Grid APIs. This also allows developers and other IT users to further configure the platform to provide greater flexibility and responsiveness.

Additional cloud service modules:

- OpenText™ Active Orders supports traditional order management and provides full visibility into supply chain transactions for both digital and non-digital suppliers.
- OpenText™ Active Invoices with Compliance provides capabilities for automating invoicing and compliance in more than 45 countries and offers data validation, digital signatures, archiving and electronic invoice delivery.
- OpenText™ Active Intelligence monitors B2B transactions in real time to ensure they are accurate and comply with a company's business rules.



OpenText Managed Services features

Global System Management	Performs day-to-day management of integration infrastructure, including systems-health monitoring, data backup, network management, systems administration, database management and application support.
Visibility and Alerting	Provides a simple, intuitive user interface to see timely integration flow status completed with B2B-specific “track and trace” data to immediately address exception conditions and summary-level dashboards to identify trading partner performance and transaction volume trends. Enables setting up timely integration status alerts and allows organizations to monitor integrations in real time to support data quality and compliance.
ERP Integration	Offers unmatched capabilities and expertise in ERP integration, with direct integration to SAP® and connectivity to all other popular ERP systems, including Oracle®, Microsoft Dynamics®, Ariba®, Infor® and Epicor®. Supports a broad range of communication protocols including industry and vertical standards—such as AS2, AS4, OFTP2, SOAP, FTP, FTP/s, SAP/ALE, MQ Series, HTTP/s, RNIF and many more, boosting the agility and efficiency of integration operations by connecting any system in the preferred communication format.
Data & Process Intelligence	Enables harmonizing, cleansing, enriching, aggregating and storing enterprise data while it’s being integrated between different systems to improve business process automation and data quality. Allows organizations to gain deeper insights into their operations by enabling different types of analytics views to be built on reliable and timely data.
Data Translation	Performs hundreds of millions of on-demand data translations every year. Award-winning collaborative mapping and translation engine is used for any-to-any data format translation, supports diverse data formats such as JSON, XML and flat files as well as B2B industry and vertical standards—including ANSI X.12, EDIFACT, Tradacoms, RosettaNet, ebXML, Odette, SWIFT, VICS—and delivers robust data validation capabilities.
Partner Onboarding	Supports rapid onboarding of new trading partners through active partner communication by OpenText integration experts or via self-service and collaborative technologies, such as a global partner directory and a community management portal for change request management and collaboration with OpenText on critical documents to handle the dynamic needs of customers, suppliers and partners.
Program Management	Includes overseeing and developing long term collaboration as well as handling day-to-day project management by experienced integration specialists, ranging from oversight of all production activities, including status reports and resource orchestration, to managing new integration onboarding, change request activity and production incidents.
24/7 Monitoring & Support	Delivers global customer support and trading community support around the clock and around the world, including integration and systems health monitoring, exception management and incident management.

About OpenText

OpenText, The Information Company, enables organizations to gain insight through market leading information management solutions, on-premises or in the cloud. For more information about OpenText (NASDAQ: OTEX, TSX: OTEX) visit: [opentext.com](https://www.opentext.com).

Connect with us:

- [OpenText CEO Mark Barrenechea’s blog](#)
- [Twitter](#) | [LinkedIn](#)