



TradeCentric

CASE STUDY

Industry:
**MANUFACTURING/
DISTRIBUTION**

Global Manufacturing & Distribution Leader Simplifies Purchase Processes with TradeCentric

EXECUTIVE SUMMARY

MISUMI sought to find a solution for fully integrating their B2B eCommerce application with their customers' eProcurement platforms, and required a fast turnaround time for this task. MISUMI chose to work with TradeCentric due to its track record of successful eProcurement integrations. In only two weeks, MISUMI's eCommerce application was integrated to have cXML Punchout catalog capabilities, allowing communication with any eProcurement system. This transition led to sales volume growth, operating cost reductions and faster lead time to customers.



INTRODUCTION

MISUMI, a global manufacturer and distribution company, retains key enterprise-level business by making it easy for customers to purchase from them through the TradeCentric Platform.

TradeCentric's Punchout catalog and order automation capabilities enabled:

- The integration of an 80-sextillion-part catalog directly into customer eProcurement systems
- Sales volume growth
- Significant reduction in manual processes
- Accelerated time-to-market
- Time and cost savings from fewer transaction errors

THE CHALLENGES

B2B companies of all sizes across industries like automotive, medical, manufacturing and many more are adopting eProcurement technology or are considering implementing it. As more B2B buying organizations shift company spending and mandate employees to purchase vendor products directly through procurement technology, seller organizations must figure out how to connect their eCommerce storefront to their buyer's procurement system to retain business and win new deals.

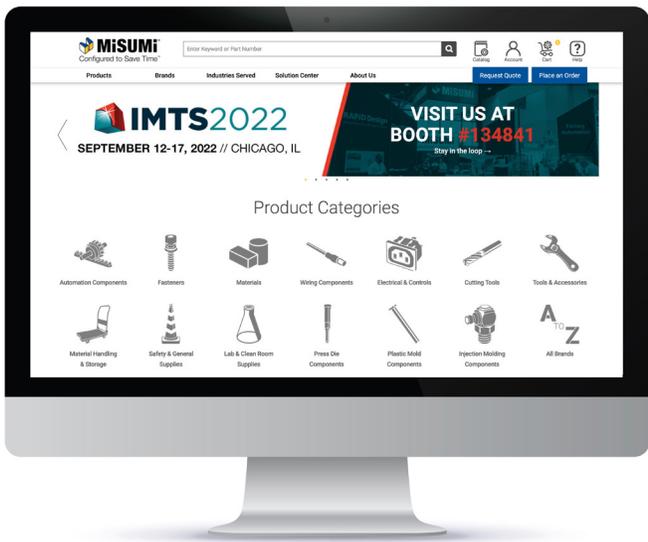
Prior to engaging with TradeCentric, MISUMI faced the enormous challenge of integrating a Punchout catalog and cXML B2B order automation capabilities to retain business with one of their largest customers. MISUMI's customer required a quick lead time for the integration. MISUMI worked with TradeCentric to accelerate the initial enablement to market to meet those pressing demands.

“ Due to the demand for support network Punchout/cXML integrations with a quick turnaround time, we decided to work with an experienced solution provider. ”

– Johnny Yamazaki,
eProcurement Solutions
Director, MISUMI

THE SOLUTION

MISUMI set out to find a solution that provided cXML/Punchout catalog capabilities for their existing homegrown eCommerce application. After a careful three-month vetting process, MISUMI partnered with TradeCentric due to being fully recognized in the market and the most experienced in terms of the number of existing eProcurement integrations.



With the help of TradeCentric's one-on-one development support, TradeCentric's Platform was configured with MISUMI's homegrown eCommerce application and deployed in just two weeks. This solution allowed MISUMI's eCommerce application to communicate with any eProcurement system, making it easy for MISUMI to provide B2B eProcurement capabilities such as Punchout catalogs, electronic purchase orders, purchase order acknowledgments, advanced shipping notices, invoices, quotes and quote acknowledgments.

After the TradeCentric Platform implementation, the MISUMI eProcurement team and the TradeCentric Integration team established B2B integrations with each of MISUMI's eProcurement buyers.

“ The biggest pain point during the B2B integration process was the analysis for both the business and system with many gaps found post-implementation. TradeCentric was very helpful to identify those gaps with upfront requirement processes and technical implementation. ”

– Johnny Yamazaki

THE RESULTS

Enormous effort is required to integrate each buying organization utilizing different eProcurement systems and varying levels of eCommerce capabilities and infrastructure. The sheer volume of transaction activity makes it exceedingly difficult to connect to the customer quickly. Prior to engaging TradeCentric, MISUMI was challenged to provide a Punchout catalog and cXML B2B order automation capabilities to customers' purchasing directly through eProcurement spend management systems.

With the TradeCentric Platform:

- MISUMI's first cXML integration resulted in the fastest lead time to their customer
- MISUMI was given priority in the first group of seller B2B integrations with a large customer using Coupa Software for Business Spend
- MISUMI achieved significant sales volume growth and operating cost reductions

TRADECENTRIC SOLUTION FEATURES:

-  **Consumes** Punchout catalog setup request, response and order message transaction documents
-  **Adapts** to the B2B eProcurement document exchanges to encompass, harmonize and deliver consistent PO integrations, receive and dispatch advanced ship notices and invoicing
-  **Simplifies** conversation between their eCommerce store and buyers' eProcurement systems
-  **Integrates once** with the TradeCentric Platform for buyers utilizing any procurement system
-  **Provides one-on-one support** with MISUMI's development team
-  **Unlocks access to the TradeCentric portal**, the only Punchout catalog validation portal on the market

Looking to
modernize
your B2B
transactions?
Let's talk.

(888) 623-2374
TradeCentric.com