

Sterling Commerce maximizes Mitsui's supply chain effectiveness through a fast and accurate data exchange process



Mitsui & Co., Ltd.

Location

Tokyo, Japan

Industry

Full-service trade and industrial development

Revenue

\$34 Billion in 2006

Business challenge

To maximize supply chain effectiveness among shippers, sea carriers and freight forwarders

Solution

Sterling Integrator®

Benefits

- Provides fast, accurate and cost-effective information exchange within the supply chain
- Supports business partners' unique electronic formats
- Reduces processing costs by eliminating double data entry
- Decreases operational costs with a single, unified integration platform and one common interface
- Increases transaction accuracy, effectiveness and efficiency while shortening the lead time in the information exchange process
- Expands business opportunities

Customer background

With more than 700 subsidiaries in a wide range of industries, Mitsui & Co., Ltd. is the largest full-service trade and industrial development company in Japan. Headquartered in Tokyo, Mitsui's main business is to provide transaction services by acting as an intermediary between buyers and sellers who want to import, export or engage in offshore or domestic trading activities in these areas: metal products and minerals, machinery, electronics and information, chemicals, energy, consumer products and services, retail, foods, textiles and fashion, general merchandise and various services, financial markets and logistics and transportation. In addition, Mitsui is diversifying services by exploring for and developing natural resources, making commercial investments and developing technologies in new businesses.

Business challenge

Prior to the Sterling Commerce solution, business partners involved in Mitsui's supply chain communicated information via paper, fax and phone. Since no standardized electronic data integration system existed, each business developed its own unique process. This created several problems: a cultural barrier to implementing significant process changes; an unwillingness to investigate the benefits of overall optimization; and data deterioration and redundancies.

Mitsui wanted to develop a Trade Logistics Messaging Service (TLMS) to bridge the barriers within the supply chain. The solution would have to be versatile enough to support all shipping and logistics companies, regardless of their existing internal and external

“Sterling Commerce provides the single platform we need. It supports legacy and new technologies among all businesses and is a strategic solution for enabling both business partner integration and enterprise application integration.”

Mutsufumi Kotsuka
TLMS Project Leader,
Mitsui & Co., Ltd.

business processes. In an effort to maximize supply chain effectiveness, the TLMS would monitor and manage all electronic transactions through a single, unified platform, while ensuring accurate, real-time data exchange.

Solution

Mitsui & Co. Ltd. prides itself on bringing cutting-edge electronic data interchange solutions to its business partners. That's why the company looked to Sterling Commerce when they wanted to develop a TLMS to provide electronic data processing and application integration for import and export business processes with shippers, sea carriers and freight forwarders.

Sterling Integrator from Sterling Commerce is the core technology supporting Mitsui's TLMS. It provides a single, unified platform with business and data integration capabilities that increase the overall accuracy, efficiency and effectiveness of the supply chain. It also supports all electronic formats, thus simplifying and streamlining system environments among business partners.

The Sterling Commerce solution provides:

- **Flexibility** – independent of business partners' legacy systems
- **Scalability** – to enable rapid adaptation to business change
- **Security** – to ensure accurate, real-time data exchange
- **Support for global standards** – to reduce costs in network maintenance and operations and revamp overall business processes to increase efficiency

Key benefits

- Maximizes supply chain effectiveness by providing a fast, accurate and cost-effective information exchange process
- Reduces costs by decreasing manual duplicate data entries through greater interface integration
- Supports electronic protocols of any and all business partners
- Improves processing accuracy and efficiency through increased visibility of information exchanges among business partners
- Expands business opportunities because more and more Japanese companies want to begin business with overseas partners

About Sterling Commerce

Sterling Commerce, an AT&T Inc. (NYSE:T) company, helps companies optimize and transform their Business Collaboration Network to accelerate revenues and reduce costs. Sterling Commerce provides more than 18,000 customers worldwide with applications and integration solutions to connect, communicate and collaborate inside and outside their enterprise. More information can be found at www.sterlingcommerce.com.

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SC0306 06/10