



Business  
partner  
collaboration

**HITACHI**  
Inspire the Next

# Axis Cloud Collaboration Platform

# Enterprise cloud-delivered collaboration

## Five key supply chain challenges

In today's connected world, a successful organization improves its operating efficiency by leveraging the capabilities of its business partners and building mutually-beneficial trading relationships. These relationships are strengthened through timely, accurate, automated and streamlined processes.

All too often, business partnerships deteriorate because of the inability to keep up with the information demands of partners. When processes such as purchasing, contractor services and invoicing are executed using manual, paper-based processes, it leads to poorer resource utilization, inaccurate data, higher overheads, lost discounts, more exception processing and inefficient supply chains.

**There are five key challenges that face a business when dealing with the supply chain:**

### 1. Improving efficiency

The inefficiencies involved in paper-based processes not only prolong the order fulfilment cycle, they also drive up the cost of each transaction by requiring more hands-on, labor-intensive intervention.

### 2. Maintaining accuracy

The process of rekeying order and invoice information increases the potential for errors.

### 3. Enforcing governance

Visibility of supplier performance is extremely important when the reliance on goods and services from vendors affects asset availability or impacts the on-sale of goods and services to a customer.

### 4. Driving spend on contract

Without a synchronized view of cataloged item information that buyers and suppliers can share and the end user can access easily, it is difficult to prevent contract leakage for the buyer and lost revenue for an OEM supplier.

### 5. Better collaboration

A relationship built on mutual trust, collaboration and understanding of the other's business leads to success for both parties. Most supply chain relationships are transactional and arms' length, which forgoes efficiency and savings that could be achieved through better collaboration.

Collaborating electronically with customers, suppliers and contractors offers businesses a faster, more accurate and cost-effective way of sharing and exchanging information critical to optimizing operational performance.

## The Axis solution

The Axis Cloud Collaboration Platform provides electronic solutions for supply chain procure-to-pay, contractor work management and electronic catalog, enabling customers to fully automate the transactional exchange of data with business partners. Axis web portals enable smaller business partners that do not have their own integrated capability to still exchange transactional information with customers. The Axis electronic catalog allows purchasers to browse and search for contracted goods and services in an intuitive user interface and create a shopping cart.

Axis is delivered from a fully-managed cloud platform on a software-as-a-service basis with no additional on-premises software or hardware needed to connect.

## Key features

The Axis solution provides immediate, rich data exchange and transparency between trading partners, so decisions can be made in real time and efforts can be focused on resolving exceptions. This is delivered through fully-automated B2B processes, including:

- **Sourcing** – Requests for quote, quotation, price and availability check
- **Catalog** – Supplier catalog upload, buyer approval workflow, catalog search, direct login or open catalog interface (OCI) punch-out
- **Purchasing** – Purchase order, change order, order acknowledgement, expediting
- **Receiving** – Advance shipment notices, discrepancy reports and goods receipt notices
- **Work management** – work request, work order, work order update, work completion and job statement
- **Asset maintenance** – condition assessment notifications, work quotes, job statements and asset updates
- **Invoicing** – AP invoice and statement, remittance advice, AR invoice and statement, and RCTI/ERS
- **Specialized processes** – tailored for specific business requirements

These capabilities are delivered from the cloud on a software-as-a-service platform and include:

- B2B integration, web portals and email/fax gateway
- Tailored business processes
- Data mapping to and from any schema, format and semantic including data enrichment
- Comprehensive rule-based data validation
- Broad range of B2B connectivity options
- Monthly service reporting and real-time transaction reporting via web portal
- Monitoring and tracking of all transactions
- Integration to various ERP systems including Ellipse EAM, Asset Suite EAM, SAP®, Oracle®, IBM®
- High availability, secure environment
- 24x7 global help desk with service level KPIs



The Axis solution can improve any business process involving the exchange of information with business partners. It does so by optimizing the quality, management and tracking of the many types of documents that are used to facilitate business transactions, together with providing tools to assist the purchasing process such as electronic catalog and web portals.

### The benefits

Axis delivers quantifiable benefits, including:

- Reduction in inventory and holding costs through better order tracking
- Opportunity to negotiate supplier discounts through reduced manual overheads
- Lower invoice mismatch rates and supplier payment queries through on-time payment
- Improved spend on contract through electronic catalog guided buying
- Greater visibility of the status of purchasing and work processes
- Comprehensive asset maintenance information from contractors and service providers
- Improved resource utilization delivery
- Accurate reporting through better quality and more real-time data
- Significant reduction in paper transactions



### Why Axis?

#### Low cost

Axis is provided on a low monthly subscription fee basis with a small up-front capital expenditure required to establish the Axis cloud. It's all CAPEX – no OPEX, and no additional headcount to support.

#### Low risk

Axis is a proven solution in production with a global customer base. Cloud delivery means everyone always has access to the latest software.

#### Low complexity

Axis provides a number of industry-standard integration options and a flexible data mapping platform to reduce the complexity and effort for our customers.

#### Rapid implementation

Go from engagement to production in a matter of weeks. Hitachi Energy leverages existing, proven methodologies for implementation and trading partner engagement.

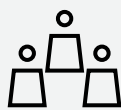
#### Flexible and extensible

Organizations choose how to best transact with business partners. The solution can be tailored to meet current and future needs.

### We're ready to connect you



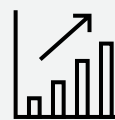
**Global client base**  
8 countries,  
9 industries



**Global support**  
Staff across three  
regions



**100M+**  
Transactions annually  
handled by Axis



**\$20B+**  
Annual purchasing  
volume through Axis



**SaaS model**  
Low cost, scalable  
and flexible

**Hitachi Energy**  
marketing-update@hitachienergy.com  
hitachienergy.com