

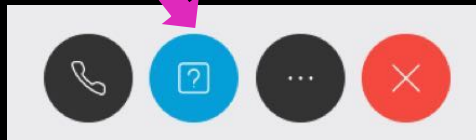
Welcome to Sterling Showcase Managed File Transfer

Monday, July 13, 2020

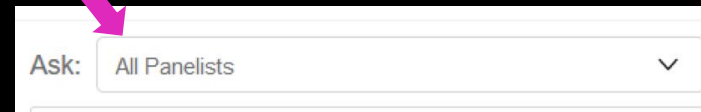
12-1 pm (Eastern Daylight time, US & Canada)

To Submit a Question

1. Open Q&A Window



2. Select the option: To All Panelists



IBM Sterling

Building a Modern Managed
File Transfer environment.
Are you ready?

—

Dirk Maney
Worldwide Sales Leader



The business realities of today are creating new pressure points for Digital Transformation

Competing demands for cost reduction and marketplace expansion

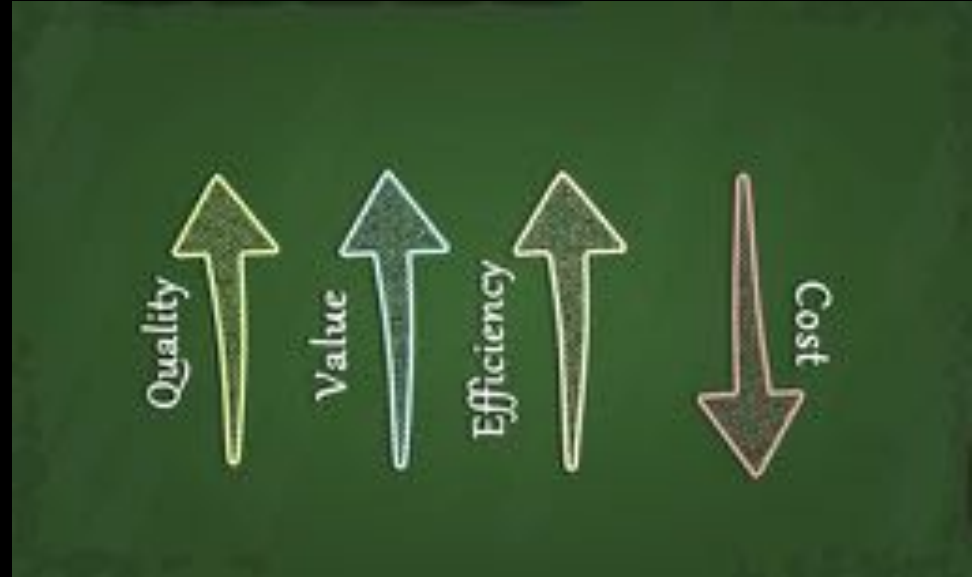
COVID-19 causing organizations to rethink priorities to drive down costs and improve efficiencies

Keeping up with new technologies including Cloud, AI, and IoT

Increasingly complex and diverse business communities

Industry mandates and government regulations

Outdated security systems incapable of addressing the number and complexity of threats today



Coupled with the realities facing IT organizations in 2020

Speed: Customers are demanding shorter cycle / process timeframes

Complexity: Technology challenged partners, increased volumes of B2B transactions

Governance: Audits, regulations and pressure to provide better security

Standards: Industry standards continuously changing

Cost: Reduced IT budgets and rationalization of multiple B2B/MFT solutions



Over the last 5 years, the volume of B2B data exchanged has increased as much as **50%** per year — and shows no signs of slowing down

Why modernize Managed File Transfer?

84%

... of Digital Transformation projects fail due to Siloed Data and **Unreliable Integration Approaches**¹

¹IBM Modern Integration Field Guide, 2019



And what remains the most common method for integrating applications?

55%

% of integrations between applications accomplished through the movement of files – Managed File Transfer



Modernization vs. Rationalization

Modernization is not spending money on technology upgrades for the sake of staying current on the latest release.

Rationalization is not just shedding obsolete or little used technology.

While modernization focuses on delivering innovative digital transformation capabilities, an important objective of IT rationalization is the cost optimization of the existing *and* future service portfolio. Both initiatives must work hand-in-hand for a cost-efficient and smooth transition from legacy platforms to target platforms.

- IDC Perspective: *Creating an IT Modernization and Rationalization Plan to Support Digital Transformation*, 2020

COVID-19 has accelerated the need for both rationalization, thus saving costs and resources, and modernization, allowing adaption to a fast-changing market environment with constraints on people and supplies.

- IDC Perspective: *Creating an IT Modernization and Rationalization Plan to Support Digital Transformation*, 2020

A different MFT approach that...

Increases efficiency

Taking advantage of templates, pre-built connectors, and automation to reduce cost and increase speed

Provides flexibility

Using a range of integration patterns that include APIs, secure mailboxing, and file transfer built on open standards

Enables elasticity & growth

Embedding cloud-native characteristics to accommodate the pace and volume demands from rapidly changing digital transformation use cases

Optimizes your investment

Integrating multiple clouds and on-prem with an architecture built on an ideal mix of cloud services from different vendors and technologies

What are the characteristics of modernized Managed File Transfer?

Hybrid Deployment Models

IBM certified containers in the hybrid cloud which deliver increased security and greater cost-effectiveness

Integration across a mix of on-premises, local or public cloud infrastructures

Leverage the investments you have already made in MFT (rationalize without shedding)

APIs that offer a bridge to cloud-based applications

Flexibility on where to store sensitive customer or partner on-boarding data



Key drivers for a Hybrid Cloud approach to integration



Build once, deploy anywhere

For optimized data and
workload placement,
and cost efficiency



An open and integrated approach

For visibility, governance,
and secure data access



Culture and skills transformation

For best practices,
proven methods, and
tools

Operational Efficiency with Visibility and Analytics

Track end-to-end processes, documents, files and messages

Monitor and report on SLA compliance

Monitor all components of the MFT infrastructure

Leverage the data being processed to drive cognitive analytics-based process insight

Receive proactive alerts to manage by exception rather than wait for the problem to occur



Achieve Revenue Goals with 24x7 Global Operations

Achieve 'Always on' 24x7x365 availability

Maximize available compute resources with Active/Active file processing

Achieve near zero downtime

Avoid data duplication at recovery

Avoid customer satisfaction challenges



Brand Reputation, Advanced Security, and Governance

Embrace best practices for Enterprise Security

- SSL Session Termination
- Strong Encryption with supp. for broad range of Ciphers
- No data Ever stored in DMZ

Advanced Authentication

- Multi-Factor and Multi-Channel Auth. Support
- SSO support for External Identity Providers – SAML 2.0

In-flight Virus Scanning

- Virus Scans in DMZ sub-network
- Choice of scanning Engine–ICAP



Accelerated Onboarding and Partner Management

Centralize on-boarding across multiple applications

Offer self-service to partners, customers, suppliers and LOB users

Proactively manage client and partner relationships

Leverage a scalable architecture to accommodate growth in partners

Ease of integration with systems of record leveraging flexible RESTful APIs



Cost-efficient, Repeatable, and Template Based

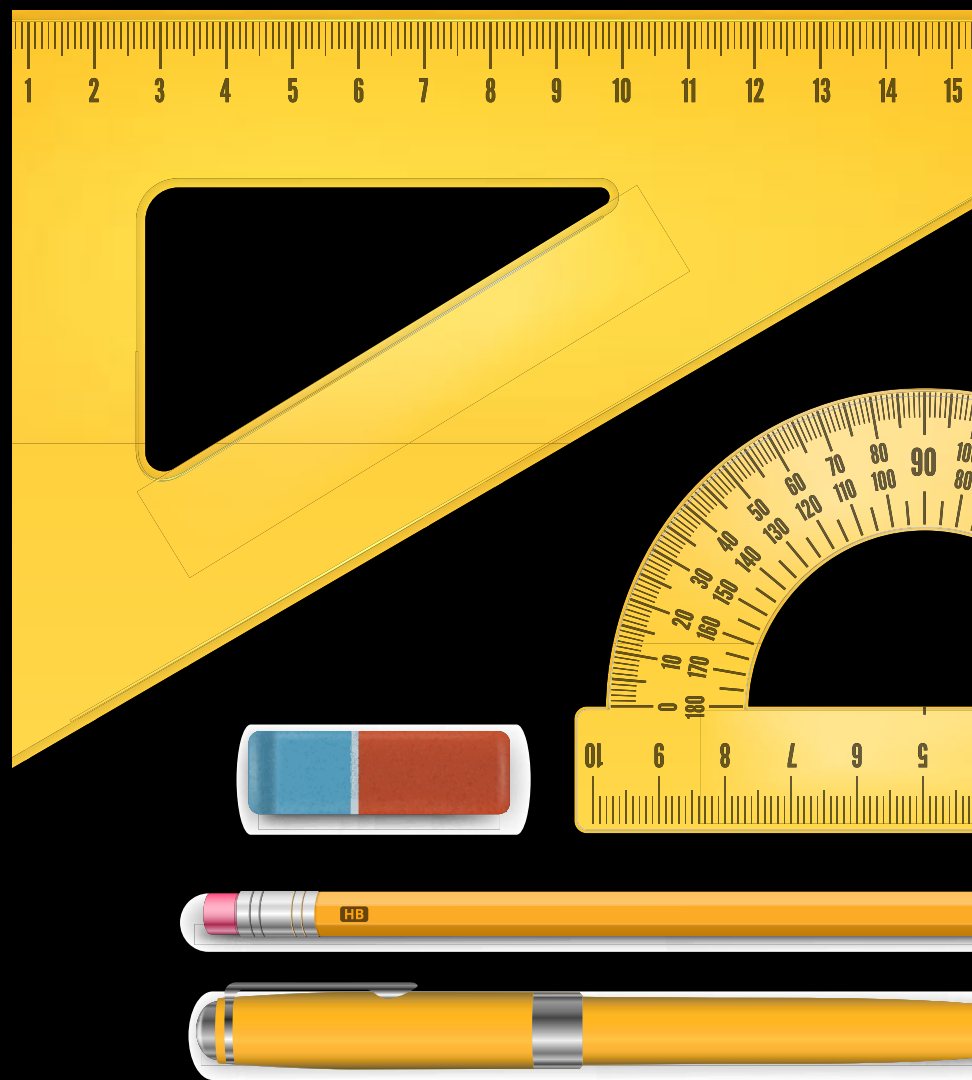
Intelligent file routing based on sender, file name, file type and file contents

Reusable templates to optimize file delivery processes - eliminating difficult to maintain custom code

Use mapping capabilities to manage file naming relationships, common file operations

Enable exception identification and management

Simple, customizable web portal for clients and partners



Where are you on your MFT modernization journey?

MFT Modernization Checklist:

Rationalization of Current Capabilities

Containerization and Hybrid Cloud

Visibility & Governance for IT and LoB

Always-On Strategy for Managed File Transfer

Risk Mitigation and Enterprise Security

Simplified and Accelerated Onboarding

Template-based, Simplified Patterns for MFT Use Cases



Next Step

Start the MFT Modernization Journey with IBM
and our IBM Business Partners

<https://www.ibm.com/supply-chain/managed-file-transfer>

Thank you

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Worldwide Sales Leader

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Questions & Answers

IBM Sterling

Survey Questions

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Please take a moment to let us know how we did!

Did you find today's session useful?

- ☐ Yes
- ☐ No
- ☐ Somewhat

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