OPENTEXT™

Herman Kay Fashions Timely B2B Exchange and Digital Catalogue

Outerwear manufacturer improves visibility and lowers costs for transactions with OpenText™ Trading Grid™ Messaging Service and OpenText™ Active Catalogue

Located in New York, Herman Kay Company, Inc. provides a wide selection of outerwear for women and men. Labels, such as Anne Klein and MICHAEL Michael Kors, have been licensed to Herman Kay, which manufacturers and markets those products.

Updating Communications

Herman Kay was faced with three issues. First, the company needed to move from slow dial-up modem communications to FTP for its electronic communications. Secondly, the company needed to eliminate four sets of mailboxes to reduce overall IT complexity and streamline operations. Finally, Herman Kay needed to set up an electronic catalogue for its trading partners to access, in order to improve the exchange of product information.

Fast, Secure Information Exchange

To reduce IT complexity, Herman Kay selected OpenText™ Trading Grid™ Messaging Service to exchange electronic communications with its trading partners. Trading Grid Messaging Service enables companies throughout the world to exchange business documents in a fast, secure, and reliable fashion. This solution enables businesses to exchange documents using both the latest XML standards and traditional EDI document standards and can be accessed via the Internet or the OpenText private network.

Herman Kay also began using OpenText™ Active Catalogue to exchange product information with its trading partners. OpenText Active Catalogue is a centralized B2B catalogue management and data synchronization service that simplifies and streamlines product information and item data management.

INDUSTRY

Fashion

CUSTOMER

Herman Kay Company Inc.

CHALLENGES

- *Outdated, disparate communication methods*
- *Lack of electronic catalogue*

SOLUTIONS

- *OpenText™ Trading Grid™ Messaging Service*
- *OpenText™ Active Catalogue*

BENEFITS

- *Fast, reliable B2B exchange*
- *Lower transaction costs*
- *Streamlined digital product information*
- *Ability to service additional trading partners*

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> *"The benefits are three-fold: lower transaction costs, faster communications, and increased total trading partners with access to our style information."*
>
> RICH HAIG, MIS DIRECTOR, HERMAN KAY

Reduced Costs, Timely Trends, and Partnerships

By using Trading Grid Messaging Service, Herman Kay improved its transaction visibility, allowing the fashion provider to view all inbound and outbound traffic in one location—lowering transaction costs and reducing overall IT complexity.

On top of reduced complexity and costs, the company now has faster electronic communications with its trading partners. "The benefits are three-fold: lower transaction costs, faster communications, and increased total trading partners with access to our style information," says Rich Haig, MIS director for Herman Kay.

Implementing OpenText Active Catalogue enabled Herman Kay to increase the total number of trading partners who have access to the company's style information—resulting in improved and timely exchange of product information in the fast-changing world of fashion.

www.opentext.com • sales@opentext.com • 800 499 6544