

“Application Integrator has successfully allowed us to extend our electronic trading relationships with customers even if they are using proprietary formats. We can handle more documents without increasing overhead costs”

— KAZUMASA YABE
CHIEF STAFF OF INFORMATION
HONDA FOUNDRY CO., LTD.

HONDA
The Power of Dreams



Honda Foundry Accelerates Trading with B2B Integration

GXS's Application Integrator™ Streamlines Business Transactions for Japanese Auto Components Maker

Corporate Profile

Japanese Auto Parts Manufacturer

Honda Foundry, a division of the Japanese automotive giant Honda Group, manufactures light aluminum components for high-performance vehicles, including pistons, cylinder heads, intake manifolds and sub-frames. The company is fully integrated and covers product function analysis and computer-aided engineering to material development, trial product supply, and the design and manufacturing of metallic molds using CAD/CAM technology. Machined and sub-assembled parts are delivered directly to Honda Foundry's customers' assembly lines. The company has around 727 employees based in Japan, the US and China.

The Business Challenge

Bring More Efficiency to Business Transactions

With intensifying competition from overseas, the major Japanese auto parts makers are focusing on finding new ways to solidify market share. Honda Foundry, one of the leaders in the sector, chose to start with enhancing the efficiency of its business transactions. The company wanted to:

- Reduce the potential for introducing errors in transactions by removing manual order entry.
- Increase its capacity to handle business documents

It was critical for Honda that the new investment worked with the current IT infrastructure. Kazumasa Yabe, Honda Foundry's Chief Staff of Information, explains, “We wanted to improve the way we worked with our customers and thereby capture more orders, and simultaneously retain the benefits of our existing back-office systems.”

The Solution

Data Mapping and Translation Powers B2B Transactions

Honda Foundry turned to Application Integrator™, GXS's data mapping, translation and management system. Application Integrator enables the company to transfer business documents electronically between its back-office systems and between the company and its customers. It handles 13 different document types for Honda Foundry, with more planned in the future.

As the Honda Group is one of Honda Foundry's biggest customers, it was critical that the data transformation software could adapt to the Group's recently implemented IMPACT-III business-to-business system. IMPACT-III uses the EDIFACT standard for document exchange.

Yabe comments, “Unlike similar integration software offerings, Application Integrator doesn’t need customizing, or any change to our back-office systems for us to receive orders from the Honda Group, apart from creating the data conversion rules.”

Honda Foundry operators log on to the Honda Group web site, the core of the IMPACT-III system, and where Honda Foundry’s and other suppliers’ order data is displayed. The operators download the data in EDIFACT format from the site, and then send it to the data conversion system. The orders are then converted into a format compatible with Honda Foundry’s AS/400-based back-office applications.

The Results

Order Processing Time Cut, Improved Customer Service

Application Integrator has enabled Honda Foundry to transact more easily with its customers. Seventy percent of Honda Foundry’s customer orders are now processed through Application Integrator. The automated process has helped to ensure that the company achieves the highest level of accuracy and consistency in its business transactions. The new document conversion capability:

- Enables the company to save time and reduce errors associated with manual order entry
- Eliminates the need for Honda Foundry to make costly modifications to order processing systems
- Boosts its capacity to handle business documents

Yabe adds, “With no changes needed to the interface, the implementation took only one month—much faster than we expected. And since it’s been running, we’ve reduced order entry time and eliminated errors. Our customers are getting their orders processed faster.”

“Application Integrator has successfully allowed us to extend our electronic trading relationships with customers even if they are using proprietary formats. We can handle more documents without increasing overhead costs.”

As the company increases the volume of orders, Yabe predicts that the use of Application Integrator will extend to its entire customer base—which includes major industry players such as Subaru, Mitsubishi and Kawasaki—and completely eliminate the re-keying of order data.



About GXS

GXS is a leading B2B integration services provider and operates the world’s largest integration cloud, GXS Trading Grid®. Our software and services help more than 550,000 businesses, including 22 of the top 25 supply chains, extend their partner networks, automate receiving processes, manage electronic payments, and improve supply chain visibility. GXS Managed Services, our unique approach to improving B2B integration operations, combines GXS Trading Grid® with our process orchestration services and global team to manage a company’s multi-enterprise processes. Based in Gaithersburg, Maryland, GXS has direct operations in 20 countries, employing more than 2,800 professionals. To learn more, see <http://www.gxs.com>, read our blog at <http://www.gxsblogs.com> and follow us on Twitter at <http://twitter.com/gxs>. You can also access our public filings with the Securities and Exchange Commission at <http://www.sec.gov/edgar.shtml>.

NORTH AMERICA AND GLOBAL HEADQUARTERS

GXS

9711 Washingtonian Blvd.
Gaithersburg, MD 20878

US

+1-800-503-9190 t

+1-301-340-4000 t

www.gxs.com

SOUTH AMERICA BRAZIL

GXS Brazil

Rua Bela Cintra 1149

9º andar CEP: 01415-001

São Paulo, Brasil

+55 11 2123 2500 t

www.gxs.com.br

EUROPE, MIDDLE EAST AND AFRICA HEADQUARTERS UNITED KINGDOM

GXS Limited

18 Station Road

Sunbury-on-Thames

Middlesex TW16 6SU

England

+44 (0)1932 776047 t

www.gxs.eu

ASIA HEADQUARTERS HONG KONG

GXS International

Room 1609-10

16/F China Resources Building

26 Harbour Road

Wanchai, Hong Kong

+852 2884-6088 t

www.gxs.asia.com

JAPAN HEADQUARTERS TOKYO

GXS Co., Ltd.

Akasaka Intercity 3F

11-44 Akasaka 1-chome

Minato-ku

Tokyo 107-0052

Japan

+81-3-5574-7545 t

www.gxs.co.jp