

Combining the AS2 Connector with the Innovise message translator provides customers an easy-to-use solution for AS2 partner connectivity and automated business-to-business message processing.

## The Challenge

- Provide an affordable solution for small and medium businesses to enable secure business-to-business communications with their AS2-enabled partners.
- Find a communications solution that can be easily setup, configured, and managed by SMB customers with little or no changes to their internal systems.
- Meet strict security requirements including Drummond eBusinessReady™ Certification, EDIINT-compliance, X.509 certificates, PKI support, SSL security, & S/MIME encryption.

Small and medium sized businesses face the same integration challenges of larger enterprises. They need to automate businesses processes and ensure secure accurate communications between suppliers, manufacturers, retailers, and other business partners. Unlike larger enterprises however, SMB customers have very limited capacity to invest in B2B infrastructure and often only do so only as a result of a partner mandate or government regulations.

Innovise seeks to address the growing business-to-business integration needs of the SMB market in New Zealand. Their flagship product, Innovise Message Translator, is a rules-based translation engine for message transformation and processing with support for a wide range of common B2B message formats. Automating communications through major business-to-business communications protocols like AS2 is a critical requirement for many Innovise customers.

“The AS2 Connector is an excellent solution for SMB customers who require secure AS2 connectivity,” said Roger Ford, Managing Director, Innovise Ltd. “When combined with a message translation service like the Innovise Message Translator, the AS2 Connector enables businesses to separate external B2B demands from internal business requirements. This enables smaller businesses to gain the benefits of an electronic document exchange without huge development or infrastructure costs.”

## The Solution

- Provide customers with the AS2 Connector side-by-side with the Innovise document transformation and messaging solution.
- Loosely coupled integration provides Drummond eBusinessReady™ Certified AS2 communications and compliance with security requirements including minimal setup and no changes to internal messaging systems.

When customers require AS2 connectivity, Innovise installs the AS2 Connector alongside the Innovise Message Translator. The AS2 Connector completely encapsulates all required AS2 capabilities including secure communication, compression, and receipt confirmation.

Configuring the AS2 Connector is straightforward. It is configured through a simple web based interface which enables customers to update partner configurations at any time and from any location. Partner messages are sent and received to the file system with individual directories configured for each partner. The Innovise Message Translator monitors these folders for new files and will process data based on a preconfigured set of rules every time a new file is received.



“The AS2 Connector is extremely easy to use. Our initial integration took one developer and one systems administrator less than two hours to combine the solutions. It was so easy to integrate that I cannot comment on the quality of support services: we never needed them.”

– Roger Ford, Managing Director, Innovise Ltd

## The Result

- Offer customers the Innovise Message Translator alongside the industrial-strength transfer capabilities of AS2, the de facto standard for the exchange of secure Internet EDI.
- Using the AS2 Connector, Innovise customers are able to automate secure B2B communications for a fraction of the cost.

Innovise now offers their customers Drummond certified AS2 connectivity through the side-by-side installation of the AS2 Connector. The two products work seamlessly and provide SMB customers with a robust and inexpensive solution for B2B messaging. By communicating with their partners directly, Innovise customers benefit from tremendous cost savings over using traditional EDI VAN's or Internet message brokers.

“The AS2 Connector does its job and is easy to work with.” explained Ford.

“It is a cost effective solution for small businesses which would otherwise be excluded from the benefits of B2B messaging.”

By using the AS2 Connector, Innovise Ltd. is able to offer their customers an affordable solution for secure e-business messaging that is easy to use, easy to maintain, and requires little or no change to their customers business infrastructure.

**About Innovise** – Innovise Ltd is a strategic provider of software solutions for small and medium sized business in New Zealand. Founded in 2001, Innovise Ltd is based in Auckland, New Zealand. You can reach the company via email at [info@innovise.co.nz](mailto:info@innovise.co.nz), on the World Wide Web at [www.innovise.co.nz](http://www.innovise.co.nz), or by calling +64 (9) 309 1919.

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