

Metaldyne Looks to Sterling Commerce for Business Process Improvements

Submitted by: Nelson Bostock Unlimited

Wednesday, 3 September 2003

London, 1 September, 2003 – Metaldyne, a leading global designer and supplier of metal-based components with annual revenues of \$1.5 billion, selected Sterling Commerce's Sterling Integrator™ to improve customer responsiveness by ensuring decision makers have timely access to the right information.

"We were looking to centralise our EDI processes and consolidate the information from a variety of disparate ERP applications," said Dick Lefebvre, CIO, Metaldyne. "We also needed a solution that would be scalable to quickly extend Metaldyne's EDI business processes to any new acquisition, merger or customer."

The industry's only modular business integration solution, Sterling Integrator can be implemented in a phased approach to address immediate requirements while providing a foundation for future integration projects.

"Sterling Commerce's approach is an ideal solution for Metaldyne because the company will need to integrate new information resulting from their merger and acquisition activity, but they are not sure where or how that information will reside," said Sam Starr, president and CEO, Sterling Commerce. "Sterling Integrator integrates and manages all business information regardless of platform or data format with a single solution."

Sterling Integrator links information from various applications, data sources, internal users and business partners. In addition, the solution transforms and routes information based on user-defined business rules and allows for access to real-time information and consolidated business analytics.

"The ability to route information based on customised business rules enabled us to improve our EDI and related business processes," said Lefebvre. "For example, we now are able to identify and quickly resolve Advanced Ship Notice (ASN) exceptions and rejections, a key business process that affects our automotive supplier rating."

Poor supplier ratings can result in charges or affect a supplier's ability to bid on new business. In the past, when Metaldyne's IT department was notified of an ASN problem, the company allocated resources to determine the error and appropriate business user. Sterling Integrator enabled the company to identify the error field and engage the business owners immediately in the decision process by providing key information in an easy-to-understand format that can be used to update the ASN.

"At first we thought of Sterling Integrator only as a solution that could handle our EDI, but now we know that it can streamline some of our key business information and processes," said Lefebvre.

Metaldyne is looking to extend its use of Sterling Integrator by addressing automotive industry initiatives and standards including ebXML and by providing their suppliers with a Web-based tool for easier transaction management.

About Metaldyne

Metaldyne is a leading global designer and supplier of metal-based components, assemblies and modules for transportation-related powertrain and chassis applications including engine, transmission/transfer case, wheel-end and suspension, axle and driveline, and noise and vibration control products to the motor vehicle industry. The company serves the automotive segment through its Chassis, Driveline & Transmission, and Engine Group. Headquartered in Plymouth, Mich., Metaldyne has annual revenues of \$1.5 billion. The company employs over 7,250 employees at over 50 facilities in 11 countries. For more information, please visit <http://www.metaldyne.com>.

About Sterling Commerce

Sterling Commerce is one of the world's largest providers of business integration solutions. For more than 25 years, thousands of customers have depended on our expertise to help improve business metrics. Our reliable software and services help customers improve current or deploy new business processes through the integration of applications, external partner systems and people. Sterling Commerce is an SBC Communications Inc. company.

For more information, visit www.sterlingcommerce.co.uk

For media enquiries please contact:

Jacqueline Hopwell / Carys Dorritt

Sterling Commerce

Tel: +44 (0) 20 7229 4400

Jacqueline.hopwell@nelsonbostock.com

Nelson Bostock Communications