

# Harvey Norman Automates Purchase Order Process with Sterling Business Integration Suite

Supplier Enablement and Near Real-Time Purchase Orders Save Time in Stores and Streamline Supply Chain

Sterling Commerce, an AT&T Inc (NYSE:T) company, today announced that Harvey Norman Holdings Limited [HVN], Australia's leading retailer of computer and electrical products, has deployed Sterling Collaboration Network to automate all purchase orders exchanged between franchises and suppliers. Sterling Collaboration Network, part of Sterling Business Integration Suite, is an integration-as-a-service (IaaS) offering that enables Harvey Norman to connect with its suppliers, even those who are not using electronic data interchange (EDI). By moving its purchase order process to near real-time, Harvey Norman can expedite order processing, reduce lead-time in stores and streamline supply chain operations. In the past, franchisees had to print and then fax their purchase orders to us, but now with our new solution for EDI, we have automated the entire purchase order process, said Gordon Nugent, eCommerce Business Development Manager, Harvey Norman. This will greatly benefit our supplier community as they will have guaranteed order delivery in near real-time. In addition to saving us time, money and streamlining our supply chain, the new solution frees up time for our people to do what they do best -- service our customers. A long-standing Sterling Integrator customer, Harvey Norman recently upgraded to version 5.0, to take advantage of the B2B supplier on-boarding capability. With Sterling Collaboration Network now added to the mix, Harvey Norman is working to quickly on-board over 2,000 suppliers so they can trade electronically using their new EDI standards. Harvey Norman expects to benefit from quicker processing of orders which translates to shorter lead-time to stores, reduced environmental impact by reduction of printed purchase orders and automation of manual tasks which will save hundreds of hours of labour across their franchise stores. Harvey Norman selected Sterling Commerce after an exhaustive RFP process. Known for its energetic, positive and entrepreneurial spirit, Harvey Norman is known as a retail destination for electrical, computers and communications, small appliances, furniture, bedding, home improvement, lighting, carpet, and flooring products. In the past twelve years Harvey Norman has expanded its presence with stores in Malaysia, Singapore, Slovenia, Ireland and New Zealand. Most electrical and IT suppliers in this part of the world are already EDI-ready, but Harvey Norman will have the advantage by automating its other suppliers, especially in the furniture and lighting industry, which have been slower to adopt electronic trading, said Michael Vulcan, Managing Director, Sterling Commerce, Australia & New Zealand. We are pleased to support Harvey Norman by helping to educate and automate its many regional suppliers. Sterling Integrator and Sterling Collaboration Network are part of the Sterling Business Integration Suite, an end-to-end solution that addresses the critical challenges of B2B integration and secure managed file transfer. The Suite helps to connect people, systems, and technology to enable the seamless and secure integration of critical business processes. For more information please visit:

[www.sterlingcommerce.com.au](http://www.sterlingcommerce.com.au). =====Media Contact: Julie Christie, Marketing Director +613 9683 2503, [julie\\_christie@stercomm.com](mailto:julie_christie@stercomm.com) About Sterling Commerce Sterling Commerce, an AT&T Inc (NYSE:T) company, helps companies optimise and transform their Business Collaboration Network to accelerate revenues and reduce costs. Sterling Commerce provides more than 30,000 customers worldwide applications and integration solutions to connect, communicate and collaborate inside and outside their enterprise. More information can be found at [www.sterlingcommerce.com.au](http://www.sterlingcommerce.com.au).