

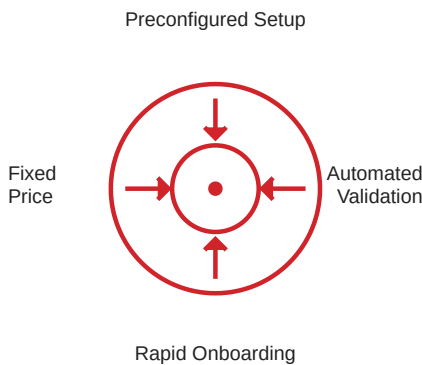
Eliminate onboarding friction and connect trading partners faster, at scale, with this fixed-price starter implementation from Intec.

Price
£9,500 (Fixed)

Package Type
Fixed-price starter implementation

Typical Timeframe
4–6 weeks

At a Glance



PathFinder TPO is a preconfigured, fixed-price package that brings four capabilities together: preconfigured setup out of the box, automated validation of every document, rapid partner onboarding, and a single fixed fee with no open-ended consulting. Up to three trading partners go live in 4–6 weeks.

Problem & Solution

Typical Problem

Your organisation exchanges purchase orders, invoices, acknowledgements or delivery documents with suppliers or customers by email attachment, PDF or another semi-manual process.

Solution Overview

The PathFinder Trading Partner Onboarding service establishes reliable electronic trading relationships fast, using the PathFinder integration platform — a practical entry point without committing to a large programme.

Commercial Rationale

Manual document handling is expensive and error-prone. Organisations typically spend **£20–£30** processing each order or invoice. Structured electronic exchange reduces this to **£1–£3** per transaction.

Operational Outcome

Staff stop rekeying. Suppliers stop chasing. Documents flow reliably between systems — and the service scales cleanly as transaction volumes grow across the business.

Operational Benefits

▲ **Improved efficiency**
60–80% reduction in manual administrative effort.

▼ **Reduced errors**
Significant reduction in errors, disputes and rework.

▲ **Faster cycles**
Faster order processing and fulfilment throughout.

▲ **Improved responsiveness**
Suppliers engage and respond faster on real-time data.

▲ **Faster P2P & O2C**
Faster purchase-to-pay and order-to-cash processes.

▼ **Reduced cost per doc**
From £20–£30 manual to £1–£3 automated per transaction.

PathFinder TPO — £9,500 fixed price, live in 4–6 weeks, first 12 months SaaS hosting included.

Service Scope

What's included

- ✓ **Up to three trading partners**
Onboarded end-to-end with full testing.
- ✓ **Document mapping & transformation**
Design of inbound and outbound formats.
- ✓ **Integration workflows**
Configured directly within the PathFinder platform.
- ✓ **Testing & validation**
Performed jointly with each trading partner.
- ✓ **Go-live support**
Through production cutover and the first 12 months.

Typical customer scenarios

- ✓ **Manufacturers**
Exchanging purchase orders with suppliers.
- ✓ **Distributors**
Integrating with logistics or warehouse partners.
- ✓ **Retailers**
Onboarding suppliers for electronic trading.
- ✓ **Organisations**
Replacing manual document exchange with automation.

Commercial Structure

The fixed-price onboarding service includes implementation and configuration of the PathFinder platform together with the **first 12 months of SaaS hosting**. This gives customers a predictable starting cost while document volumes stabilise during the initial operational phase, and removes early uncertainty around platform cost.

For many customers the operational savings generated by automated document exchange can recover the investment in a matter of months.

- ✓ **£9,500 fixed price**
No hidden costs or open-ended consulting fees.
- ✓ **4–6 week delivery**
A fast path to live electronic trading.
- ✓ **12 months hosting included**
Cost predictability from day one.
- ✓ **Up to three partners**
Onboarded with full testing and go-live support.

Expansion Path

The onboarding service is the starting point for broader integration. Once the first connections are live, organisations typically expand incrementally — without committing to a large upfront programme — growing from three trading connections into a centralised integration hub over time.

1

Trading Partners

Establish connections with key business partners.

2

Document Types

Define and manage additional document formats.

3

Platform Connections

Link internal systems and platforms for data exchange.

4

Integration Hub

Centralise and streamline all integration processes.

Why Intec

- ✓ **Rapid Trading Partner setup**
Get partners running quickly with a named Account Manager.
- ✓ **All B2B / EDI standards & protocols**
Comprehensive support, built in.
- ✓ **Best-in-class support**
A dedicated team of experienced EDI consultants.
- ✓ **Real-time processing**
No manual data entry, no manual errors.

For further information please visit www.orionltd.co.uk | 01252 775400 | sales@intec.co.uk