



PathFinder Supplier Integration Extender

Produced by Intec Systems Limited

Summary

Most organisations have already invested in EDI or digital integration platforms, yet a significant proportion of their supplier network remains unintegrated and reliant on manual processes such as email and PDF.

PathFinder Network Rollout™ is a managed service designed to close this gap. It enables rapid, scalable onboarding of suppliers into digital trading relationships, without disrupting existing systems or requiring significant internal resource.

The result is accelerated digital transformation, reduced operational cost, improved supplier engagement, and maximised return on existing integration investments.

The "last mile" of supplier integration is where most digital transformation programmes stall — and where the largest operational savings still sit.

The Strategic Problem

Despite existing investments, organisations face a persistent "last mile" challenge. A large portion of their supplier base continues to operate via manual processes.

This creates:

- Fragmented processes
- Manual data entry and inefficiency
- Higher error rates
- Delayed processing cycles
- Strained supplier relationships

Internal teams are typically constrained by time, resource, and supplier diversity, limiting scalability and ROI.

The Solution

PathFinder Network Rollout™ provides a structured, managed approach to extending digital trading capability across the supplier network.

It operates alongside existing EDI/integration platforms as an acceleration layer, designed to:

- Remove onboarding friction
- Enable lightweight, flexible integration
- Scale across large supplier bases
- Deliver measurable commercial outcomes

Crucially, Intec acts on behalf of the organisation, significantly reducing internal burden while increasing speed and consistency of execution.

How the Service Works

- 1 Hub Alignment & Planning**
Define target supplier groups, priorities, and success metrics.
- 2 Managed Supplier Engagement**
Intec engages suppliers directly under the authority of the organisation, addressing technical and commercial barriers.
- 3 Rapid Enablement**
Suppliers are onboarded using simplified integration approaches tailored to their capability.
- 4 Ongoing Expansion**
Continuous onboarding, optimisation, and support to expand digital coverage over time.

Commercial Model

The commercial structure is designed to maximise adoption and minimise resistance:

- No platform cost to the central organisation (Hub)
- Minimal internal resource required
- Costs borne by participating suppliers (Spokes)
- Scalable, usage-aligned model

Indicative pricing framework:

Small supplier	£750 – £1,500
Medium supplier	£1,500 – £3,500
Complex integration	£3,500 – £7,500+

This creates a commercially aligned structure where all parties benefit.

Typical Customer Scenarios

Manufacturing

A manufacturer with 150+ suppliers processing invoices via email achieves rapid digital adoption, reducing manual cost and improving accuracy.

Construction

A contractor with a fragmented subcontractor base standardises processes, reduces disputes, and improves compliance.

Logistics

A logistics operator integrates partners into structured data exchange, improving visibility and operational control.

Commercial Impact & ROI

Organisations typically achieve:

- 40–70% reduction in manual processing costs
- Faster supplier onboarding and time to value
- Improved data accuracy and consistency
- Reduced operational and compliance risk
- Stronger supplier relationships

In addition, the organisation maximises ROI on existing EDI and integration investments.

40–70% reduction in manual processing costs.

Strategic Positioning

PathFinder Network Rollout™ is not a replacement for EDI.

It is an enablement layer that:

- Extends the reach of existing platforms
- Targets the long tail of suppliers
- Removes friction from trading relationships
- Accelerates digital transformation outcomes

Why Intec

Intec combines deep experience in integration, managed services, and supplier onboarding.

We act as a trusted extension of your organisation, ensuring supplier engagement is handled professionally, efficiently, and at scale.

Our approach balances commercial pragmatism with technical expertise, enabling rapid delivery of measurable outcomes.

A trusted extension of your organisation, engaging suppliers professionally and at scale.

Next Steps

- Identify priority supplier groups
- Define rollout scope and objectives
- Launch initial onboarding pilot
- Scale based on measurable results

This phased approach ensures early value delivery while providing a clear path to broader transformation.

About Intec?

At Intec, we collaborate with our clients, bringing together business insight, significant experience and technology to provide a distinct advantage in today's rapidly changing business environment. Through our integrated approach to problem solving, solution design and execution we help turn our customers' strategies into action.

With over 25 years' experience we can help customers anticipate change and profit from new opportunities.

About PathFinder?

PathFinder is the complete data exchange solution from Intec. It enables organisations to digitise and automate the movement of critical business information — securely, reliably, and at scale.

The PathFinder family includes Trading Partner Onboarding (TPO), Secure Data Exchange (SDE), Supplier Invoice Automation (SIA), and the Supplier Integration Extender — Network Rollout™ service described in this paper.



Intec Intec House, St Nicholas Close, Fleet,
Hampshire GU51 4JA
tel. +44 (0)1252 775400
fax. +44 (0)1252 775444
www.intec.co.uk

