



## Partner Profile

Camelot 3PL Software, a private company headquartered in Charlotte, NC, is a software solution provider to the global 3PL industry with installations in over 200 3PL organizations, managing 500+ locations worldwide. Established in 1987, Camelot became one of the first vendors in the 3PL industry to create information systems to streamline warehouse inventory and billing operations. Since then Camelot has released its 3rd generation product, 3PLink: a complete Business Management System integrating 3PL Warehouse Management (WMS), Transportation Management (TMS), Container Freight, Accounting and CRM into one seamless software solution.

## Business Challenge

As EDI has become best business practice in the exchange of data transfer between 3PLs, their clients and trading partners, Camelot 3PL Software required an efficient, cost effective EDI solution that would integrate seamlessly with 3PLink. As a technology partner, Camelot brings an innovative approach to Warehouse Management systems that need to be ultra-responsive to multi-tenant warehousing operations. 3PLink has provided 3PL Logistics companies with robust operational technology geared to satisfy EDI, Retail Supply Chain Management, Reverse Logistics, Wireless Scanning, Web Visibility, Reporting, Document Management, Service Billing and Freight Management needs.

*“We are proud of our partnership with B2BGateway.Net. Our clients are extremely satisfied with the level of customer service, friendliness of their staff, and quick responsiveness to EDI mapping changes to meet trading partner requirements.”*

*Geoff Greenhill  
Client Strategy Manager  
Camelot 3PL Software*

## Overview at a Glance

### Partner

Camelot 3PL Software

### Location

Charlotte, NC, USA

### Industry

Warehouse Management Systems (WMS), Transportation Management Systems (TMS), Container Freight, Account and CRM.

### Challenges

Camelot needed to provide a quality, cost effective EDI solution that would integrate seamlessly with their software.

### Solution

B2BGateway.Net developed a cloud-based EDI solution that integrates seamlessly with 3PLink, Camelot’s complete Business Management System.

### Benefits

The solution enables Camelot 3PL Software to provide a highly efficient, yet cost competitive EDI solution to their 3PLink clients. This yields high levels of customer care that Camelot 3PL Software customers have come to expect.



## **Solution**

B2BGateway.Net developed a cloud-based EDI solution that integrates fully with 3PLink. This EDI software solution allows 3PLink users to trade EDI documents such as the 940, 945 and Advanced Shipping Notices (ASNs), amongst others, with their clients and trading partners. Having the EDI function run by B2BGateway.Net also meant that Camelot's clients were able to trade in all recognized international EDI standards and communication protocols: ANSI X12, EDIFACT, Tradacoms, Eancom, Odette, XML, VAN, FTPs, AS2, etc. By fully integrating the solution through cloud-based technology, B2BGateway.Net was able to remove the need for the 3PLink user to re-key data; this in turn leads to greater accuracy, more labor efficiencies and speeds up the order to payment cycle for Camelot's clients.

## **Business Benefits**

Camelot's strategic partnership with B2BGateway.Net allows its customers to leverage the efficiency and quality of an EDI service bureau while staying highly competitive with its pricing. "We are proud of our partnership with B2BGateway.Net. Our clients are extremely satisfied with the level of customer service, friendliness of their staff, and quick responsiveness to EDI mapping changes to Trading Partner requirements" says Geoff Greenhill, Client Strategy Manager at Camelot 3PL Software.

## **For More Information**

For more information about B2BGateway.Net call 1 (401) 491 9595

To access information using the World Wide Web, go to: <http://www.B2BGateway.Net>

Email us at [Info@B2BGateway.Net](mailto:Info@B2BGateway.Net)

For more information regarding Camelot 3PL Software, call 1 (866) 375-7638 or logon to <http://www.3plsoftware.com>

Email Camelot 3PL Software at [sales@camelotco.com](mailto:sales@camelotco.com)

© 2011 B2BGateway.Net. All rights reserved.

This case study is for informational purposes only.

B2BGateway.Net makes no warranties, expressed or implied, in this document.