

B2BGATEWAY EDI SOLUTIONS HELP DROP STOP TRADE WITH WAL-MART

"As a client of B2B Gateway, the transition to working with retailer Wal-Mart has been seamless. Using B2B's solutions and applications have allowed us to work efficiently with our fulfillment company making sure Wal-Mart's needs are met on a daily basis. Thank you B2B for your help and being there when we needed you most."

Jeffrey Simon, Co-Inventor | Drop Stop

Customer Profile

Headquartered in Los Angeles, CA, Drop Stop is a patented device designed to prevent items from falling down in between a car's front seats and center console. Drop Stop was invented by Marc Newburger and Jeffrey Simon after Marc found himself in a near collision when he dropped his cell phone while driving. The product was later featured on the popular television program, Shark Tank, where the co-founders secured an investment of \$300,000.

Business Challenge

After securing the Shark Tank investment, Drop Stop won a contract to supply Wal-Mart, where suppliers are mandated to become EDI compliant for the exchange of standard business documents. Drop Stop also wished to exchange shipping orders and shipping advices electronically with their 3PL Motivational Fulfillment and Logistics Services (MFALS).

Solution

On the recommendation of MFALS, Drop Stop contacted B2BGateway to provide them with EDI connections to both Wal-Mart and MFALS. B2BGateway, a QuickBooks Gold Developer since 2003, was able to fully-integrate Drop Stop's EDI needs with their QuickBooks

accounting software solution. This removed the need for Drop Stop's staff to re-key data when processing orders, invoices and shipping notices to Wal-Mart and MFALS. The B2BGateway Warehouse Support Site (WSS) also allowed Drop Stop to produce their own GS1-128 labels and Advance Ship Notices in-house.

Business Benefits

Now, Drop Stop has an EDI solution that is fully-integrated with QuickBooks and thus allows them to receive EDI 850 (Purchase Order) transaction sets from Wal-Mart and return EDI 810 (Invoices) and EDI 856 (Advance Ship Notices). Drop Stop also communicates through EDI with their 3PL, Motivational Fulfillment and Logistics Services, sending EDI 940 (Warehouse Shipping Orders) and receiving EDI 945 (Warehouse Shipping Advice), which allows them to fulfill the order and invoice Wal-Mart. B2BGateway's fully-integrated EDI solutions have greatly improved Drop Stop's supply chain efficiencies, reduced errors and drastically cut down on costs. Being EDI compliant also opens up other doors for negotiating new contracts with other large scale box store and online retailers.

DROP STOP – AT A GLANCE**Customer:**

Drop Stop

Location:

Los Angeles, CA, USA

Industry:

Consumer goods specializing in the automotive accessories sector.

Business Challenge:

After winning an investment on popular TV show, Shark Tank, Drop Stop won a contract to supply Wal-Mart stores. A condition of trading with Wal-Mart is that suppliers must be EDI compliant. Drop Stop also wished to communicate through EDI with their 3PL Motivational Fulfillment and Logistics Services.

Solution:

B2BGateway's Fully-integrated EDI solutions for QuickBooks.

Results:

Achieved Wal-Mart supplier compliance, greater supply chain efficiencies with outsourced 3PL provider. Drop Stop now has the ability to win other large retail contracts by being EDI compliant.

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