

## Welcome from B2BGateway.Net CEO & Managing Director - Kevin Hoyle

Well, you are probably looking at this newsletter and thinking, "Do I really need another corporate newsletter in my inbox?". Personally, I would feel the same way, so we have tried to make this newsletter a bit different.

Yes, B2BGateway.Net provides EDI services. I have personally given many speeches on the benefits and cost savings of EDI, I am well aware that it is a very BORING topic. Although I pride myself on being a dynamic speaker, by the end of an EDI presentation, about half of the audience is usually sleeping. Simply put, EDI is not exciting.

As such, in this newsletter, we are going to offer up a bit of ourselves, rather than corporate drivel. We are going to tell you something about our company, something about our staff, about our families, our charities and how we have fun.

On a more serious note B2BGateway.Net recently attended the NetSuite Cloud 2010 Partner and Developer Conference - *Where Cloud Means Business* - at the InterContinental Hotel in San Francisco, California.

B2BGateway.Net has been providing easy to use fully integrated EDI solutions for NetSuite for over a decade and has attended every NetSuite partner's conference ever held.

We remember attending the first conference held at the Oracle Conference center way back when NetSuite was Oracle Small Business Solution, developed by NetLedger. At that conference there were maybe 8 partners total in attendance. We can see that things have grown at NetSuite over the years and things have grown at B2BGateway.Net as well. We look forward to providing the best EDI solution for NetSuite as the years go by and also look forward to attending many more conferences in the coming decades.

B2BGateway.Net is a company that prides itself on doing a great job at a great price. We have an amazingly hard working staff that are always ready to go the extra distance for you the client and for the company. This newsletter is truly a tribute to the staff of B2BGateway.Net.

Please send us your comments and thoughts at [Newsletter@B2BGateway.Net](mailto:Newsletter@B2BGateway.Net), and thank you for your time.



Kevin Hoyle  
CEO & Managing Director  
B2BGateway.Net

### Inside this issue:

Meet The Staff	2
This Editions Interview - Ryan Anderson	
On this day in History - April 27th	2
Recipe for Barbeque Spare Ribs	2
EDI Testing and Validation Services.	3
B2BGateway.Net expands European Operations	3
The Dow Field - Succumbs to recent heavy flooding in Rhode Island.	4

## B2BGateway.Net attends the NetSuite Cloud 2010 Partner and Developer Conference - *Where Cloud Means Business*.

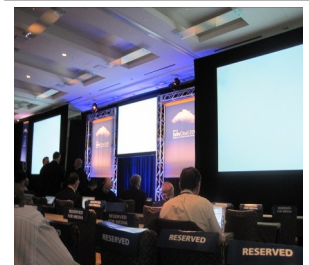


B2BGateway.Net at NetSuite Cloud 2010

B2BGateway.Net recently attended the NetSuite Cloud 2010 - *Where Cloud means Business* - Partner and Developer Conference at the InterContinental Hotel, San Francisco, CA. This was NetSuite's fifth conference and attracted almost 350 attendees. Speakers at the conference included Zach Nelson, President & CEO of NetSuite Inc and Evan Goldberg, Founder, CTO and

Chairman of the Board NetSuite Inc. At the event NetSuite unveiled their latest innovations for cloud computing platforms.

B2BGateway.Net has offered EDI solutions to NetSuite users for over a decade and has attended every conference held including the first when NetSuite was Oracle Small Business Solution, developed by NetLedger.



Delegates attending the NetSuite Cloud 2010 Partner and Developer Conference at the InterContinental Hotel, San Francisco, CA.

## Meet the Staff - Ryan Anderson, Support Engineer at Richmond, RI



**Ryan Anderson**  
Support Engineer at  
B2BGateway.Net

Ryan Anderson is a dedicated Support Engineer (SE) based in our offices in Richmond Rhode Island. Ryan holds a degree in Information Technology and Business Administration from Graceland University, Lamoni, Iowa.

**Last Book Read:** "Sword and Spear: Warfare in the Ancient World"

**Last Movie Seen:** "I recently saw Clash of the Titans"

**Hobbies:** "My main interests are Archaeology, Reading, Movies, Fencing, and travelling when I get the opportunity"

**Pets:** "We have two dogs: Shiva (a Border Collie Hound mix) and Hera ( a Beagle Hound mix)"

**Children:** "One on the way around June 17th. We can't wait"

**Favourite Food:** "My favourite type of food is Korean Food, especially Kimchi Stew".

**About me:** "I came from a military family, which caused me to move around a lot. I spent over nine years living in Europe. My itinerant lifestyle carried over as an adult. After college, I spent two years in the Peace Corps and a year teaching English in Korea. After travelling for most of my life, I felt it was time to settle down. I found a great home in Rhode Island and a fantastic job at B2BGateway.Net."



Follow us now on  
Facebook, Twitter  
and LinkedIn.



*"Genius is  
born - not  
paid"*

*Oscar Wilde  
1854 - 1900*

## What Happened on this day in History - 28th of April

**2001**—Millionaire Denis Tito becomes world's first space tourist

**1996**—Whitewater Controversy: President Bill Clinton gives a 4h30min videotaped testimony for the defense.

**1994**—Former CIA Official Aldrich Ames pleads guilty to giving US secrets to the Soviet Union and later Russia

**1988**—Near Maui, Hawaii, flight attendant Clarabelle "C.B." Lansing is blown out of Aloha Flight

243, a Boeing 737, and falls to her death when part of the plane's fuselage rips open in mid-flight

**1978**—President of Afghanistan, Mohammed Daoud Khan, is overthrown and assassinated in a coup led by pro-communist rebels.

**1970**— Vietnam War: U.S. President Richard M. Nixon formally authorizes American combat troops to fight communist sanctuaries in Cambodia.

**1969**— Charles de Gaulle resigns as President of France.

**1950**—Jay Leno US comedian and television host is born

**1945**— Benito Mussolini and his mistress Clara Petacci are executed by a firing squad consisting of members of the Italian resistance movement.

**1789**— Mutiny on the Bounty: Captain William Bligh and 18 sailors are set adrift and the rebel crew returns to Tahiti briefly and then sets sail for Pitcairn Island.

**1192**—Assassination of Conrad of Montferrat, King of Jerusalem



## Recipe - Barbeque Spare Ribs

Ingredients

- 1 tb Anchovy essence
- 60 ml water (2fl oz)
- 2 tb Worcester Sauce
- 60ml Vegetable Oil (2fl oz)
- 1 Carrot finely chopped
- 3 Stalks of Celery finely chopped
- 2 Onions finely chopped
- 2 tb chopped garlic
- 1 ts Soft thyme leaves

175ml Cider Vinegar (6 fl oz)

175ml Tomato Ketchup (6 fl oz)

90ml Tomato Puree (3fl oz)

1 tb Paprika

1 tb salt

1tb chilli powder

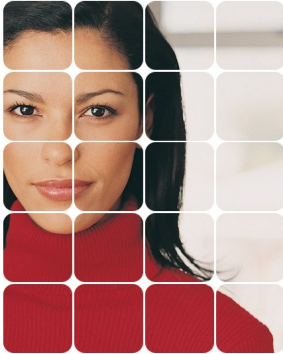
1 tb Ground Cumin

1 tb Soft dark brown sugar

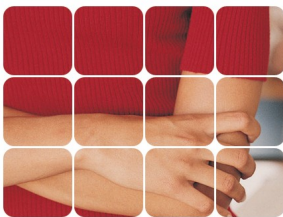
Warm vegetable oil in a saucepan. Add onions, diced celery, carrots

and garlic for 7-8 minutes. Add thyme. When vegetables have softened add remaining ingredients until vegetables are soft. Chop ribs and add to sauce. Cook for 35 minutes. Sauce should be thick. Remove ribs from sauce and finish off in oven for 5 minutes. Puree sauce in food blender. Take ribs out of the oven and garnish with fresh coriander.

**B2BGateway.Net helping you to reduce costs by offering outsourced testing services.**



B2BGATEWAY.NET HELPING TO PULL TOGETHER THE PIECES OF YOUR EDI NEEDS



Did you know that B2BGateway.Net also offers EDI testing and validation services? Taking advantage of the opportunity to outsource your EDI testing and validation procedures, offers many benefits to both you and your vendors.

A few benefits of outsourcing EDI testing and validation to B2BGateway.Net:

**Time Saving:** B2BGateway.Net will communicate, on your behalf, with the Vendor to assure that all documents meet the standards of your mapping specifications.

**Consistency:** B2BGateway.Net will test, on your behalf, based on your mapping specifications that have been pre-approved by you.

**Easy:** B2BGateway.Net has a simple, easy to follow web based testing system in which both you and the Vendor can check the status of the testing 24/7.

**Resources:** Outsourcing your EDI testing and validation will allow you to focus on your production environment .

**Experience:** With over 10 years EDI experience, B2BGateway.Net has seen almost every variation and deviation to the EDI standard.

**Customizable:** The B2BGateway.Net testing and validation service is completely customizable to meet your current EDI testing and validation needs as well as all future needs.

**Documentation:** We can help you support any EDI documentation that you currently require or may require in the future. Testing deadlines will be set up with Vendors to your specifications and timelines.

**Branding:** When a Vendor logs in for testing they will be logging into a website that will have your name and logo as if they were testing with you directly, seamlessly and effortlessly.

**Cost Effectiveness:** B2BGateway.Net is offering a special no cost set up for you to set up the testing and validation services. The only costs will be a small testing fee which will be billed directly to your Vendors.

For additional information or a demo of the testing system, please contact B2BGateway testing at:  
[EDITesting@B2BGateway.Net](mailto:EDITesting@B2BGateway.Net) or  
 Phone: 401-491-9595 Ext. 2006.

***“I am delighted to offer this exciting new service to our existing and future Trading Partners alike”***

**Kevin Hoyle CEO & Managing Director B2BGateway.Net**

**B2BGateway.Net Expands European Operations.**

B2BGateway.Net has recently expanded its European Offices from its base in Galway, Ireland. Having established a European subsidiary in 2006,

Kevin Hoyle CEO and Managing Director of B2BGateway.Net is delighted with the recent expansion. He states “Having recently hired new staff in Sales & Marketing, Programming and Support, B2BGateway.Net is now in a position to offer an even better, more cost efficient service to its ever expanding list of European Clients and Trading Partners. The European offices will offer hassle free EDI services to Clients and Trading Partners who need to operate in €Euro and £Sterling Currencies as well as the different tax regimes throughout Europe”.

Louisa Gooding, Director of Sales & Marketing with B2BGateway.Net is also very excited about the recent expansion in Europe. “With the addition of new staff, we are now able to offer testing services as well as fully integrated, web based and customized EDI solutions to our European clients and Trading Partners”.

Roger Leyden has recently joined B2BGateway.Net as Director of European Sales & Marketing. Roger is a marketing graduate from the University of Limerick and has over 14 years experience in senior sales and marketing roles. He looks forward to making contact and servicing the needs of our European Clients and Trading Partners.

As stated already our European Offices are located in Galway, Ireland and are open Monday to Friday 9am to 6pm GMT. You can contact our European Offices direct on [www.B2BGateway.Net](http://www.B2BGateway.Net) or call +353 91 788661 for further information.



**European Offices:**  
**B2BGateway Ltd**  
**Oranhill, Oranmore**  
**Galway, Ireland**  
**Tel. +353 91 788661**

**B2BGateway.Net**  
World Headquarters  
173 Spark Street  
Brockton, MA 02302, USA  
Phone: (401) 491 9595  
Fax: (801) 730 4307  
Email: [Info@B2BGateway.Net](mailto:Info@B2BGateway.Net)

European Office  
2 Oranhill, Oranmore  
Galway, Ireland  
Phone: +353 91 788661  
Email: [Sales@B2BGateway.Net](mailto:Sales@B2BGateway.Net)

[www.B2BGateway.Net](http://www.B2BGateway.Net)

Comments and feedback welcome to:

[Newsletter@B2BGateway.Net](mailto:Newsletter@B2BGateway.Net)

To unsubscribe from this newsletter please [click here](#)

## GLOBAL EDI SPECIALIST

### About B2BGateway.Net:

B2BGateway.Net is a Global EDI Specialist providing fully managed and integrated EDI and Data Connectivity solutions to end-users. B2BGateway.Net's managed EDI solutions are used in over 25 countries globally and connect end-users to large format retailers, manufacturers and distributors. B2BGateway.Net solutions require no upfront investment in servers, software or human resources.

With B2BGateway.Net EDI, sales orders can be received from any source (at any location) and automatically imported. The same flexibility and ease of operation holds true for sending outbound documents, whether they be invoices, purchase orders or any other document. B2BGateway.Net is designed for the growing and evolving organisation. In this fast paced global environment, organizations need to be able to react quickly. If you are growing your company and you need a more robust accounting package, B2BGateway.Net will support your transition from your existing software to your new software at no charge.

For further information on all B2BGateway.Net EDI solutions please contact our Sales Department: email [Sales@B2BGateway.Net](mailto:Sales@B2BGateway.Net) or Phone (401) 491 9595

## The Dow Field (adjacent to B2BGateway.Net's RI offices) succumbs to recent

The recent heavy flooding in Hope Valley, Richmond, RI all but washed away the Dow Field - home of Chariho Athletic Associations Little League and Girls Softball League teams. However with fantastic community spirit and support, a major clean up operation took place on 10th April 2010 helped by our own staff member Ms Donna Gilman.

Well... the back story is rather long but Dow Field was donated many years ago by the Dow family in honor of their son James, who died while servicing our country. There is a memorial in place at the field. The land was separated into three baseball fields. Growing up the fields were used by Boy's Little League, Girls Softball and Men's softball leagues. The Chariho Athletic Association governed the use of the fields and helped to maintain it with donated funds but over time the CAA became defunct and the fields were primarily used and maintained by Chariho Little League. Recently, the Chariho Athletic Association resurrected itself in an attempt to put some life back into Dow Field, clean it up and turn it back into community playing fields that the citizens can be proud of. This initiative drew the interest of both the Chariho Little League who have always used the fields and the Chariho Girls Softball League who were interested in having the girls play under the lights & hold fundraising tournaments on one of the fields. Several of us from the two leagues made up the new Chariho Athletic Association and got together to create new bi-laws, brainstorm fundraising ideas, get volunteers to help fix things up and make plans to add another field for the kids to play on.

Then the 100 year flood occurred. This flooding all but ruined the fields. The water flooded everything, damaged equipment, brought down fences, brought sewage, dirt, mulch and asphalt from broken driveways from neighboring residences into the fields. It was devastating to see our dreams of resurrecting this field go down the tubes or at least cause us to take 10 steps back. But with every crisis comes opportunity and with every dark cloud comes a silver lining. Volunteers from all over the place showed up last Saturday April 10th to help clean up the fields, take down damaged fences, pull up metal fence polls, rake out the fields, remove sewage laden water. Local senior citizens came with food they cooked, juice and water for the volunteers and a local pizza place donated pizzas. Kids and adults of all ages volunteered their Saturday to come down to lend a hand. The clean-up was incredible!



**The Dow Field - Home of Chariho Athletic Associations Little League and Girls Softball League Teams completely submerged during recent flooding in Hope Valley, RI**

**Operations are still ongoing to restore the Dow Field and voluntary donations can be made to:**

**Chariho Athletic Association, Dow Field Project, P.O. Box 161, Hope Valley, RI 02832 - Thank You.**