

B2BGateway.Net

Prospectus 2011-2012

The logo features a blue swoosh above the text "B2B GATEWAY.NET" in a serif font, with "Global EDI Network" in a smaller sans-serif font below it.**B2B GATEWAY.NET**
Global EDI Network



Kevin Hoyle | CEO



B2BGateway.Net was formed in the United States in 1999, during the height of the original “.COM” boom. During that time organizations were growing at an extraordinarily fast rate, but they were also going out of business just as fast. At B2BGateway.Net the growth of the organization has been directly proportional to the improvements in our infrastructure and the effectiveness of the staff. Our network has evolved over the years into a massively parallel and infinitely scalable distributed processing system.

In 2006 we opened B2BGateway Ltd., an Irish company, to better service the European community. We have offices in Shannon Ireland to service IRE / UK and the European continent. Our newest office opened last year in Denmark focusing on the Scandinavian market. Over the years B2BGateway.Net has opened several offices in various USA time zones and in Sydney, Australia to service the Pacific rim.

At B2BGateway, our growth and expansion continues but always at a controlled rate. As a cutting edge, cloud based, highly technical organization, it is interesting that we also embrace old fashioned personalized customer service. We are proud to say that our customer satisfaction rating is far above any similar organization anywhere in the world.

I thank you for your time and hope to have the opportunity to prove to you what a great organization B2BGateway.Net is.

History of B2BGateway.Net



B2BGateway.Net European Headquarters | Shannon, Ireland

Shannon Systems LLC was founded in April 1999, in Boston, Massachusetts, USA as a privately held software development company providing custom developed utilities, programs and data conversion software. One of our products, “The B2BGateway”, was designed to provide organisations with an easy solution to the complexities of EDI. Simply put, data would be sent to our organisation over the internet, where it would be converted and sent to another organisation in a different format. Eventually, people using “The B2BGateway” began to refer to the company as B2BGateway and we now do business as B2BGateway.Net.

Although we didn’t invent Cloud Computing, we were a very early adapter starting services in 1999. Our data transfer network has evolved over the years to provide optimal performance and maximized up-time. We have grown from that first client trading with their first trading partner, to servicing thousands of clients around the world. At B2BGateway.Net we service over twenty five thousand (25,000) client / trading partner relationships with data flowing around the world every minute of every day.

B2BGateway.Net now has offices in North America, Europe, Scandinavia and Australia providing EDI and eCommerce to clients and trading partners in over 30 countries worldwide.

Solutions & Services

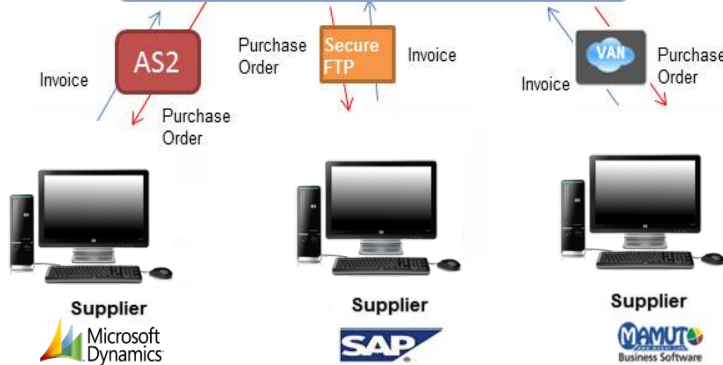
Fully Integrated EDI

Allowing each Supplier to integrate directly with their own Accounts\ERP software and use different communication methods such as AS2, Secure FTP, VAN etc.



End User

Invoices
Purchase Orders

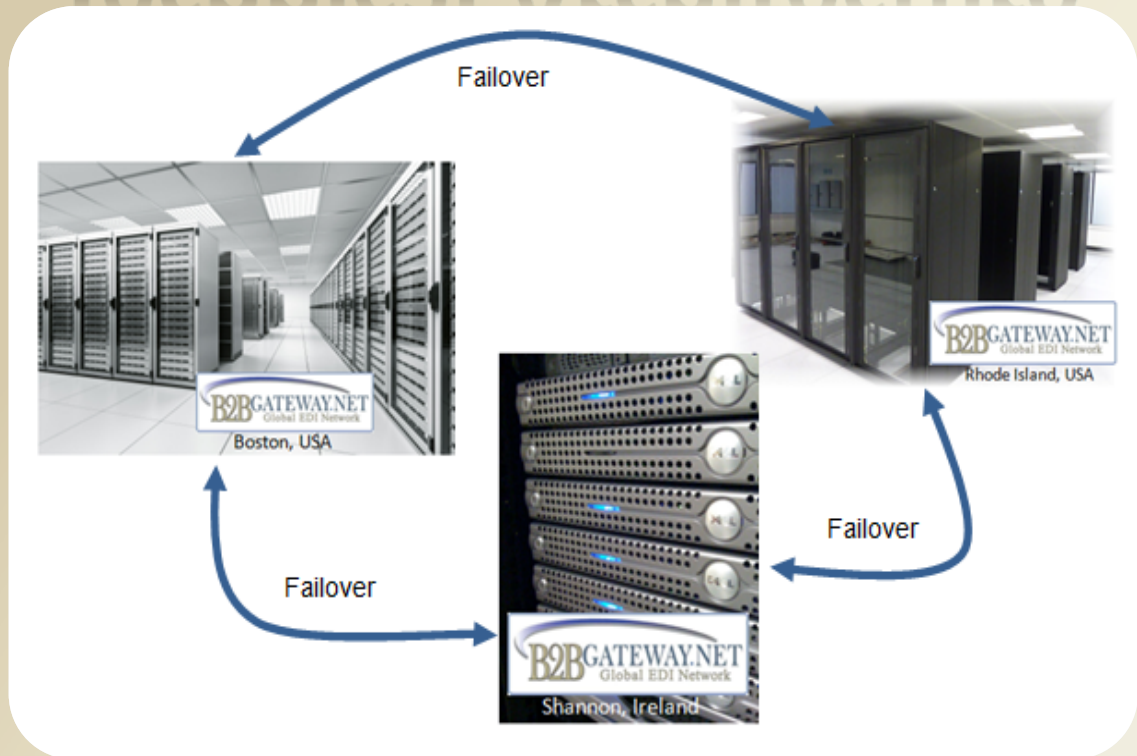


B2BGateway.Net is a global EDI (Electronic Data Interchange) solutions provider. We offer both web based and fully integrated EDI solutions to cater for all market needs and wants (e.g. UN / EDIFACT, Tradacoms, Eancom, X12, oioUBL, XML, VAN, AS2, FTP, etc.). Our Cloud / SaaS based fully integrated EDI solutions can integrate seamlessly with most Accounting / ERP / WMS solutions such as SAP, Oracle, Intuit (QuickBooks), NetSuite, Sage, Mamut, Interprise Solutions to name but a few.

As well as our core competency of EDI, we also offer the following solutions:

- ✓ VMI (Vendor Managed Inventory)
- ✓ SBT (Scan Based Trading)
- ✓ WSS (Warehouse Support Sites)
- ✓ ASN (Advanced Shipping Notices & GS1-128 barcode labels)
- ✓ Supplier Web Portals
- ✓ Trading Partner Testing & Validation solutions

Technical Architecture



The B2BGateway.Net architectural environment has constantly evolved as technological advances have become available. The hardware infrastructure has grown from a single server (back in 1999) to multiple servers and eventually to an infinitely scalable queuing structure within a suite of servers. Utilising the newer technologies of virtualised computing environments within a server infrastructure and Storage Area Networks (SANs), we have been able to exponentially increase our computing power while reducing the power demand and physical footprint of the primary data centre.

B2BGateway has a scheduled 1 hour of maintenance each week during non-peak processing to allow for standard maintenance, modifications and enhancements to both hardware and software infrastructure. As a result B2BGateway.Net has maintained a 99.96% uptime over the past several years.

The primary server farm for B2BGateway.Net is located in a suburb of Boston, MA USA. Although the B2BGateway.Net Tier 1 computing facility has built in tolerance and fail over capabilities, we have a secondary redundant failover facility located in Rhode Island, USA and a third level failover facility located in Shannon, Ireland.

Client Support

A key success factor of B2BGateway.Net has been our ability to assign a dedicated Support Engineer to each fully integrated EDI client and our unsurpassed 24/7 back up support service. With offices located strategically across the globe, we can cover most time zones live. We also have multi-lingual support staff with direct line and email access.



We have thousands of clients around the globe. These clients can be found in all vertical markets from banking to automotive to textile. Our clients also reflect a wide range of corporate sizes from the multinational corporation to the small startup company. Each of our client's unique business needs are taken into consideration when setting up their system. Below is a *small* sampling of our thousands of happy customers.



KUEHNE+NAGEL



paloalto



incase



MerchSource

SLENDERTONE

Fonality
Talking Business

WILLIS & GAMBIER

Trading Partners

B2BGateway.Net has long established Trading Partner relationships with these organisations and many, many more across the globe:



B2BGateway.Net currently supports over 25,000 EDI relationships and presently works with hundreds of trading partners. See our full list of Trading Partners across all verticals at www.b2bgateway.net/tradingpartners.asp New trading partner relationships are added daily.

B2BGateway.Net can map data to all the above Trading Partners formats and supports thousands more worldwide. A full list of our current trading partner relationships can be viewed on our website <http://www.b2bgateway.net/tradingpartners.asp>

B2BGateway.Net works with all major retailers, wholesale distributors, manufacturers and third party logistics providers (3PL's) in North America, Europe, Australia and the Far East in order to make EDI simple and cost effective for the end user.



Client Testimonials

“For more than six years, Kuehne+Nagel’s Contract Logistics division has worked with B2BGateway.Net, electronically integrating various business clients into the company’s warehouse management system.

When I call, I know that I will be greeted with a friendly ‘Hello, B2BGateway;’ my emails are answered promptly with either an answer or a timeline for when I can expect an answer. In solving problems, no matter the origin, the team goes the distance to work with all parties to resolve them as quickly as possible – and always with a positive attitude.”

Vincent Cercone
Manager Customer Integration
I.T. Business Solutions
Kuehne+Nagel, Inc.



“Since we’re a small (but growing) e-commerce company, we rely on third parties to provide EDI services. We initially went with another NetSuite-savvy EDI provider and the experience has been very frustrating: slow, unresponsive, and slow (yes that slow). In desperation we contacted B2BGateway.Net and I wish we had done so a long time ago. EDI is a laborious process by its nature but B2BGateway.Net has made it much easier for us to see what’s happening during the setup process. They are also much faster than our other provider. I expect that within the year we will consolidate all of our EDI operations with B2BGateway.Net and we plan on keeping them busy next year as well”.

Jim Kane, CTO,
Acumen Brands



“Big businesses like to talk to big businesses , IT departments like to talk to IT departments and we needed the help of an EDI provider that had the knowledge base and could talk on our behalf. We are delighted we chose B2BGateway.Net as our EDI provider.”

Denis McCarthy,
Managing Director
Garrymore Farm



Specialized Solutions



B2BGateway.Net successfully developed and implemented a web-based electronic order / invoicing portal for suppliers of Tesco in Ireland and the UK.

The portal allows suppliers to receive orders from Tesco and return corresponding invoices in the required EDI-compliant format. The portal greatly reduces errors and accelerates the payment process from Tesco to their suppliers.



B2BGateway.Net created a custom order portal for Sterling Rope. This portal allows the Sterling Rope customers to login and place orders for the thousands

of items offered by this vendor. In addition, Sterling Rope has the ability to manage their price levels per customer, ensuring the accuracy of prices displayed when placing the order. Those same prices pass directly into Sterling Rope's internal accounting software, preventing the potential for hand-keyed errors.

B2BGateway.Net is currently working with the Dublin Institute of Technology in developing an EDI module for students currently undertaking DIT's 3rd level Degree Course in Logistics and Supply Chain Management. B2BGateway.Net will develop special software solutions to show students how EDI is applied in Supply Chain Management Solutions across the globe.



This is a small sampling of our specialized solutions offered to various clients around the world.

B2BGateway.Net Fact Sheet



- B2BGateway.Net was founded in April 1999 in Boston, MA and now has offices in Boston & Rhode Island, USA; Shannon, Ireland; Sydney, Australia and a partner office in Denmark.
- B2BGateway.Net offers Cloud / SaaS based fully-integrated and Web Based EDI solutions to thousands of clients and partners in over 30 countries worldwide.
- B2BGateway.Net is fully adept in all recognised worldwide standards (UN / EDIFACT, ANSI X12, Tradacoms, Eancom, Odette, oioUBL, etc.) and all communication protocols (VAN, AS2, FTP, FTPs, etc.)
- B2BGateway.Net supports non-standard data transfer.
- B2BGateway.Net processes over \$30-billion in transactions every month.
- B2BGateway.Net is a GS1 Accredited Solution Provider
- In addition to our core competency of EDI, B2BGateway.Net also offers Vendor Managed Inventory (VMI), Scan Based Trading (SBT), Supplier Portals and Trading Partner Testing & Validation solutions.
- B2BGateway.Net has multiple solutions to fit any organisations needs or wants. We can also customise solutions to suit any particular project.
- B2BGateway.Net's clients include Avery Dennison, Buffalo Technology, Cartridge World, GE, Incase Designs, Kuehne+Nagel, Palo Alto Networks, Slendertone and Van Vliet to name but a few.
- B2BGateway.Net's trading partners include Ford, John Deere, Wal-Mart, Boots, Tesco, Home Depot, John Lewis, Target, Apple, Toyota and many, many more.
- B2BGateway.Net is the provider of choice for multiple ERP / MRP / Accounting packages around the world.
- B2BGateway.Net's staff is comprised of 90% technical people who all have a 4 year college degree or higher with over 10% of the company possessing advanced degrees.

Integration Abilities



B 2BGateway.Net's Cloud / SaaS based EDI solutions fully integrate with all popular ERP / Accounting / WMS solutions including SAP, Microsoft Dynamics, Oracle, JD Edwards, Lawson, CDC Ross Enterprise, Mamut, Sage, NetSuite and QuickBooks to name a few. We can also customize for 'one off' or legacy solutions, so long as that solution has both an import and export function. For startup organizations or organizations with a low document flow, B2BGateway.Net offer user friendly, low cost web based EDI solutions.

Government Agencies



S ince 1999, B2BGateway.Net has implemented dozens of government agency trading partner relationships. Each relationship is unique and highlights B2BGateway.Net's ability to conform to strict government requirements and policies while maintaining the highest level of internet security. As always B2BGateway.Net's programming and mapping professionals remain current with the ever-changing compliance requirements of these agencies to ensure accuracy of data transmission. Above is a sampling of a few of our government trading partners.

Danish Offices



Carrsten Johan Thessen
B2BGateway.Net Partner for
Scandinavian and Baltic Area

In 2011, B2BGateway.Net partnered with THESEN.EU to deliver quality Cloud / SaaS based EDI and Data Integration solutions to clients and trading partners in the Nordic and Baltic regions. THESEN.EU is a Danish based, global service offering consultancy, project assistance, management and advisory services on document management and data integration solutions. THESEN.EU is owned and managed by Carrsten Thessen who brings many years of experience and practical knowledge to the partnership. Carrsten is also a "National Expert" to the Danish National IT- & Telecom Agency and represents Denmark in the UN / CEFACT - United Nations Centre for Trade Facilitation.

Having THESEN.EU as a partner in the Nordic Region, B2BGateway.Net can deliver cost effective, quality EDI and Data Integration solutions covering all standards (oioUBL, EDIFACT, Tradacoms, X12, Odette, Eancom, XML etc.) and all communication protocols (VAN, AS2, FTP, FTPs etc.) to clients in their native language and time frame. B2BGateway.Net's EDI solutions can fully integrate with all ERP / Accounting software packages including SAP, Microsoft Dynamics (AX, GP, Nav), Oracle, Lawson, Mamut, Sage, NetSuite etc. For further information on our solutions and services in the Nordic Region please call +45 22 23 99 88 or email Scandinavia@B2BGateway.EU



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