

Garrymore Farm needed a competent, professional EDI Solution Provider to help meet the challenges of rapid company growth and a challenging retail environment.



Customer Profile

Garrymore Farm is a potato grower, packager and distributor based in the “Golden Vale” region of Ireland in Cahir, Co. Tipperary. They are one of the Irish potato suppliers that fulfill the “Locally Grown” policy that Tesco has in its stores. Garrymore Farm’s business has expanded rapidly and they now supply many large retail chains.

Business Challenge

In 2009 Tesco demanded that Garrymore Farms had to become EDI compliant in order to trade. At that time they were a relatively small supplier and it certainly would not have made any business sense to employ a fulltime IT/EDI consultant. They needed an EDI solution that was extremely user friendly, fast and effective.

Solution

B2BGateway.Net developed a specialized EDI Tesco Portal which facilitated the EDI requirements for Garrymore Farm and indeed other Tesco suppliers. The system is web based, simple to use and ideal for the small to medium suppliers. One of the key reasons why B2BGateway.Net’s web based EDI solution is so efficient is due to how user friendly it is; anyone with internet access can use it – no computer programming degree required! It is fast, cost effective and allows the user to send and receive documents such as Purchase Orders and Invoices in a highly effective manner. The system may be simple to use but the programming behind the scenes is of the highest caliber which allows the client to trade with any multinational corporation or large retail group that requires their suppliers to be EDI compliant.

Business Benefits

Garrymore Farm is embarking upon a new transition in its business, branching out and bringing new products to the market. Garrymore will be actively growing their business over the next 12 months and as their business increases, B2BGateway.Net will evolve with them ensuring that its EDI solutions will meet and fulfill all their requirements. Being EDI compliant has opened doors to a far larger retail market for Garrymore Farm which in turn has dramatically increased its business opportunities.

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>

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Solution Overview

Customer

Garrymore Farm

Location

County Tipperary, Ireland

Industry

Suppliers and Distributors to the Grocery Retail Trade

Business Challenge

Needed a user friendly, cost effective EDI solution to trade with Tesco

Solution

B2BGateway.Net developed a specialized EDI web portal for Garrymore Farm and other small to medium sized Tesco suppliers

Benefits

Being EDI compliant opened up new doors and new markets for Garrymore Farm

“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 that 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**

