



SUCCESS STORY

“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 and I wish we had done so a long time ago. EDI is a laborious process by its nature but B2BGateway 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 and we plan on keeping them busy next year as well.”

Jim Kane | CTO  **ACUMENBRANDS**



Customer:
Acumen Holdings



Location:
Arkansas, USA



Solution:
B2BGateway developed a unique solution that allowed Acumen Holdings to send Purchase Orders and import Invoices directly into NetSuite.



Business Challenge:
An EDI “Reverse Setup” solution was required to integrate with Acumen Holdings NetSuite Accounts.



Industry:
Various eCommerce Sites



Results:
B2BGateway implemented a unique EDI solution quickly and at low cost. This effectively removed a very large amount of manual processing saving Acumen Holdings time and money.



CUSTOMER PROFILE

Acumen Holdings trading as Acumen Brands is a young aggressive Arkansas E-Commerce organization with total revenues exceeding \$50 million. In 2009 the firm acquired a medical uniform business Scrubshopper.com and has since added the following E-Commerce stores to its portfolio: Toughweld.com, Babyhabit.com and Trailsedge.com, all offering different forms of apparel and safety work equipment. The firm has also developed Litely Salted an online trivia site and an Online Dermatology Clinic which launched this year.

ABOUT B2BGATEWAY

B2BGateway is a world leader in the provision of cloud-based, fully-integrated EDI and automated supply chain solutions founded in Boston in 1999 and with additional offices in Europe, Australia and China. B2BGateway offers clients 24/7 customer support with each client having their own designated setup team. B2BGateway's EDI solutions are simple to use, competitively priced, highly effective and can increase profitability by reducing the costs associated with manual data entry errors. For further information please visit www.b2bgateway.net



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BUSINESS CHALLENGE

Acumen Holdings needed an EDI 'Reverse Set Up' solution. They needed to send EDI 850 Purchase Orders and import EDI 810 Invoices from their suppliers and trading partners, rather than vice versa. Finding an EDI 'Reverse Set Up' solution proved quite a challenge for Acumen Holdings, who wanted to automate and grow their business in a relatively short time frame.

SOLUTION

Acumen Holdings contacted NetSuite's EDI Partner, B2BGateway.Net to find a solution for their EDI 'Reverse Set Up' quandary which was costing them time and money. B2BGateway.Net, NetSuite's EDI Partner since 2001, developed a unique solution that allowed Acumen Holdings to import an EDI 810 Invoice into NetSuite and match it back to the original EDI 850 Purchase Order that was sent.

BUSINESS BENEFITS

The solution as a whole saved a huge amount of manual entry associated with the hand keying of invoices into their NetSuite accounts and freed up much needed company resources and time. This has also paved the way for Acumen Holdings to develop and grow many more E-Commerce sites and to trade with organizations such as Carhartt and the Columbia Sportswear Company. B2BGateway, being NetSuite's long established EDI Solution Provider Partner, have provided an easy, fully-integrated and cost.

