



SUCCESS STORY

“I have experience in this field and knew what I wanted in a partner. I have no hesitation in recommending B2BGateway for any company looking at either an EDI solution for the first time, or maybe changing from an unsatisfactory partner. I have thrown plenty of challenges their way and they have dealt with them with good humour and efficiency.”

Paul Johnson, Managing Director | Crimson Bear Ltd



B2BGATEWAY.NET
GLOBAL EDI & API NETWORK



24SevenOffice



Customer:

Crimson Bear Ltd
<http://www.crimson-bear.co.uk/>



Location:

C/O Joda Freight, Riparian Way,
Crosshills, BD20 7BW
United Kingdom



Industry:

Designer radiators and electrical heating elements



Business Challenge:

Although B2BGateway have dealings with B&Q already, they had not integrated with 24SevenOffice before so this presented challenges during the implementation.



Solution:

Several weeks of set up and trial runs were dealt with by the B2BGateway team and the changeover was practically seamless.



Results:

“I would urge any company that is not using EDI to implement it as soon as possible. It will save time, effort and money. It will streamline your operation and free up staff time to work on more productive tasks than data prep. It also costs much less than you will think.”

SUCCESS STORY

CUSTOMER PROFILE



Crimson Bear Ltd was created in 2014 by two individuals, Paul Johnson and Andrew Smith, who decided to leave the Corporate world and set up their own business using the combined 60 years' experience they have gained.

Paul and Andrew first met whilst working together at B&Q. They worked together for 8 years and when the opportunity came along to represent some radiator factories in the UK, they jumped at the chance to start their own business.

Now almost 4 years later, they have created a business that supplies designer radiators to B&Q, Victoria Plum, and Yesss Electrical and they will soon be supplying Screwfix. This is in addition to their own website Heating-Style.co.uk and their marketplace sales through eBay, Amazon and ManoMano. Turnover will exceed £1m this year with plans in the pipeline to treble that in the next 24 months.

ABOUT B2BGATEWAY

Founded in Boston, Massachusetts in 1999, B2BGateway is truly the network that connects anything to anything. B2BGateway has recently built a cloud-based, fully-integrated EDI solution for 24 Seven Office users. B2BGateway's EDI solution is 100% built and maintained by B2BGateway developers. B2BGateway's solution is hassle free, reliable and results in the seamless exchange of any business documents such as purchase orders, invoices, inventory updates, advanced shipping notices via any communication method (FTP, AS2, HTTP, API) and any file type (X12, EDIFACT, CSV, etc). B2BGateway's EDI solutions for 24 Seven Office are simple to use, competitively priced, highly effective and can increase profitability by reducing the costs associated with manual data entry errors.



B2BGateway has offices in Ireland and Australia enabling us to offer unparalleled support in many time zones with emergency after hours support available as well.



BUSINESS CHALLENGE

Although B2BGateway has experience with B&Q already, they had not integrated with 24SevenOffice before so this presented challenges during the implementation.



SOLUTION

Since initially implemented, B&Q have made significant changes to their systems which also had to be incorporated. Several weeks of set up and trial runs were dealt with by the B2BGateway team with minimum hassle and the changeover was practically seamless. There were some issues which were expected but they were all dealt with quickly and easily.

BUSINESS BENEFITS

I would urge any company that is not using EDI to implement it as soon as possible. It will save time, effort and money. It will streamline your operation and free up staff time to work on more productive tasks than data prep. It also costs much less than you will think. I have experience in this field and knew what I wanted in a partner. I have no hesitation in recommending B2BGateway for any company looking at either an EDI solution for the first time, or maybe changing from an unsatisfactory partner. I have thrown plenty of challenges their way and they have dealt with them with good humour and efficiency.

Also, if you are this side of the pond don't worry about it being a USA company. We deal with both the Irish office and the USA office and time zones are never an issue, we get the answers we need quickly. - Paul Johnson, Managing Director