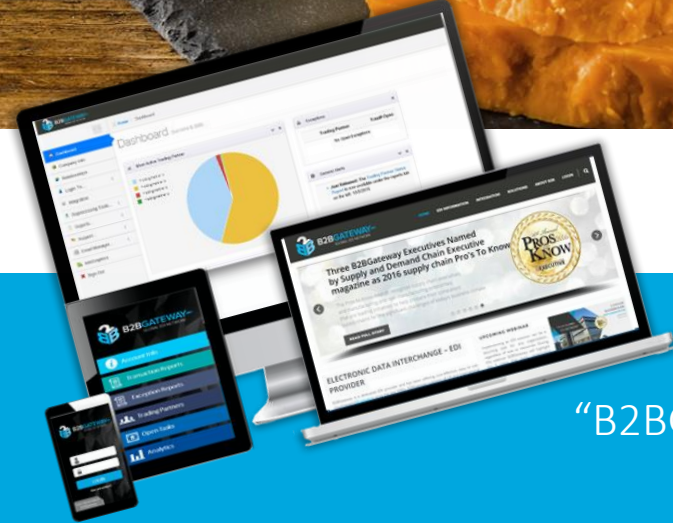




SUCCESS STORY



“B2BGateway’s EDI solution is easy to use and is working very well for us and our clients.”

James O’ Doherty | *JOD Foods*



Customer:
JOD Foods



Solution:
JOD Foods could get an Irish company and a global EDI provider to fulfil their technological needs.



Industry:
Food Production & Distribution



Location:
Co. Limerick, Ireland



Business Challenge:
JOD Food Products needed an EDI solution that allowed them to import the volume of orders that Musgrave would be sending.



Results:
B2BGateway was able to provide JOD Foods with a one-click solution for getting large batches of orders into the Mamut systems.



CUSTOMER PROFILE

JOD Foods is a producer of dairy products based in County Limerick, Ireland. JOD was a company eager to expand its operations by getting its products sold on a large scale throughout the country. Musgrave is a very large food retailer in Ireland. Almost all food producers or distributors welcome the opportunity of selling goods to Musgrave. JOD Food Products needed a better solution for getting orders into Mamut and getting invoices out of Mamut. JOD Foods needed a fully integrated EDI solution to reduce the time and the errors involved in the manual processes. JOD realized that they needed an expert to assist with EDI so they turned to the Mamut EDI partner B2BGateway.Net.

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

JOD Food Products needed an EDI solution that allowed them to import the volume of orders that Musgrave would be sending. JOD had been receiving orders from buyers via post. These paper based order had to be manually entered into JOD's Mamut accounting system. Invoices then had to be printed and sent, again over the postal system. JOD Foods needed a fully integrated EDI solution to save time and money when processing orders.

SOLUTION

B2BGateway.Net was able to provide JOD Foods with a one-click solution for getting large batches of orders into the Mamut system. Retrieving invoices from Mamut and sending them to Musgrave was also a simple and one click process. The EDI implementation process is designed to be non-impacting to the end-user and trading partner alike. B2BGateway supports all EDI formats and services all major large format retail operations. B2BGateway. supports all EDI needs for retailers, manufacturers, distributors, etc. around the world. The ease of operations and the full service implementation that B2BGateway provided made the entire EDI process very easy for JOD Foods.

BUSINESS BENEFITS

JOD Food Products has established working vendor relationships with Musgrave and has substantially increased their business. JOD Food Products, having EDI capabilities can now target other large food retailers in Ireland and in other parts of the EU. JOD Food Products was able to increase their business base without increasing their staff. Orders are imported into the Mamut package with a simple click of a button. There is no need to hire costly and error prone order entry staff members. When JOD Food Products wants to invoice buyers, a simple click of a button extracts invoices from Mamut and sends them to B2BGateway.Net for reformatting and delivery to Musgrave, (or future trading partners). So, business has increased, orders are processed more efficiently and error free, and the price of the solution is less than a fraction of the cost of an entry level order entry person. B2BGateway.Net and Mamut have provided a quick, easy and cost effective solution to JOD Food Products.