



SUCCESS STORY

"B2BGateway EDI has helped us streamline our order-to-payment cycle with our largest distributors. Over half of our business goes to bulk distributors such as SYSCO and US Foods. By automating the process, we're able to focus on providing our customers with the best possible support, opposed to spending hours manually entering orders."

Neal Anderson | IT Manager **KETTLE CUISINE**



Customer:
Kettle Cuisine



Location:
Lynn, MA, USA



Solution:
Kettle Cuisine chose B2BGateway – Aptean Ross' EDI Partner – to provide a cloud based, fully integrated EDI solution in order to meet requirements from customers such as Sysco and US Foods.



Business Challenge:
Kettle Cuisine required an EDI solution that would fully integrate with their Aptean Ross ERP system.



Industry:
Handcrafts small batch, all natural soups for restaurant, food service and retail industries



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



BUSINESS CHALLENGE

From humble beginnings in its founder's garage, Kettle Cuisine now produces more than 40,000 gallons of fresh, small batch soups daily from their 300,000 sq. ft. state of the art production facility just north of Boston, MA. With such large daily orders and a need to meet their trading partners EDI compliance requirements, Kettle Cuisine needed a solution that would allow them to electronically trade orders, invoices and advance ship notices (ASN) with their larger trading partners. It would be better still if that solution could integrate directly with their Aptean Ross ERP System.

CUSTOMER PROFILE

Founded just outside of Boston, MA in 1986, Kettle Cuisine handcrafts small batch, all natural soups from scratch to sell to restaurants, food service groups and retailers throughout North America. Founded just outside of Boston in 1986, Kettle Cuisine handcrafts small batch, all natural soups from scratch for restaurants, foodservice operators and grocery retailers who take pride in the food they share with their guests. Sourcing only the finest ingredients from trusted purveyors, we make soup the traditional way, using artisan techniques that honor each ingredient, building flavor slowly for an unforgettable taste.

SOLUTION

In 2013, Neal Anderson, IT Manager at Kettle Cuisine, enlisted the help of B2BGateway, Aptean software's EDI partner, to integrate EDI with their Ross ERP system. By using B2BGateway's fully integrated EDI solutions for Aptean Ross ERP, Kettle Cuisine were able to meet all their trading partners' mandatory requirements and were able to automate the sending and receiving of standard business documents such as purchase orders, invoices and advanced shipment notifications with large scale customers such as SYSCO and US Foods, to name but a few. Today with the help of B2BGateway, Kettle Cuisine automates the transmission of thousands of documents and tens of thousands of SKUs (product lines) each and every month.

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



For more information about B2BGateway
+1 401-491-9595 // Main Office
<https://www.B2BGateway.Net> // Web Address
Sales@B2BGateway.Net // Email Address

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BUSINESS BENEFITS

Having an EDI solution that is fully integrated with Kettle Cuisine's Aptean Ross ERP has greatly improved Kettle Cuisine's supply chain efficiencies and drastically cut down on costs. As everything is now automated, the Kettle Cuisine staff no longer have to re-key orders into Ross and this leads to greater accuracy of data, shorter order to payment cycles and the freeing up of staff resources from mundane tasks such as manual order entry to more productive and profitable environments within the organization. Having a fully integrated EDI solution also allows Kettle Cuisine to be fully compliant with all their trading partners' requirements.

